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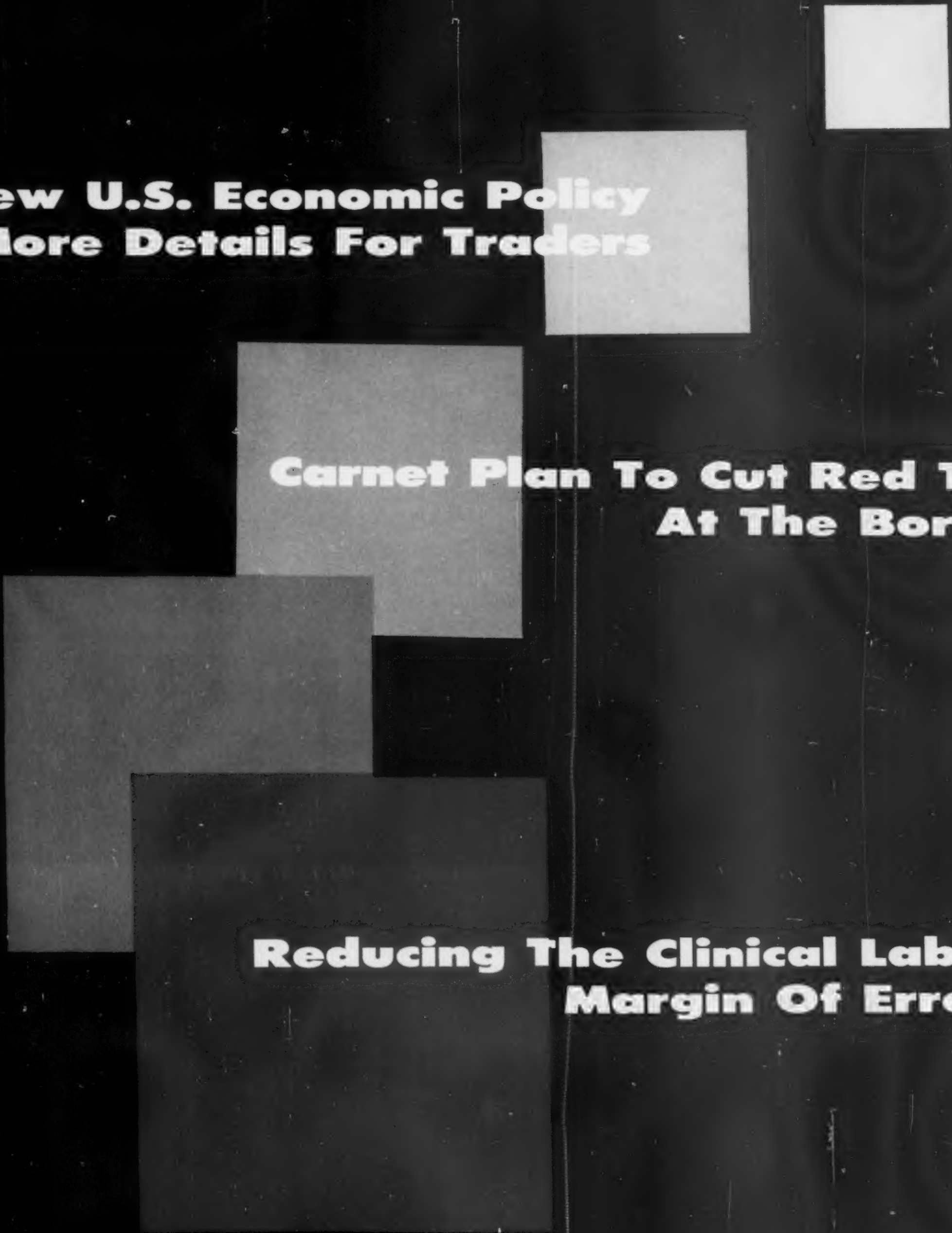
Commerce Today

Coming Developments in Business and Technology



The New U.S. Economic Policy —More Details For Traders

Carnet Plan To Cut Red Tape At The Borders

Reducing The Clinical Lab's Margin Of Error

FROM THE SECRETARY

A New Era For Export Expansion

(This column was written by Henry Kearns, President and Chairman of the Export-Import Bank of the United States.)

With the enactment of the Eximbank Finance Act of 1971, Eximbank, an agency of the United States Government is enabled to provide more efficient service to buyers and sellers of U.S. products. The new legislation will enable Eximbank to fund its operations upon a sound, continuous program and resources have been increased 50 percent—up to a total of $20 billion—in obligations authority. The Congress has instructed the bank to make even greater efforts to make the American businessman more competitive in world trade.

New goal

The immediate response of Eximbank's directors and staff to this combined challenge and opportunity has been to set for our institution the goal of supporting $10 billion of U.S. exports this fiscal year, compared with $6.87 billion in fiscal 1970 and $2.9 billion only three years ago.

We plan to accomplish this by improving and expanding all programs and by developing closer working relationships with American exporting companies, with export credit financing institutions in this country and abroad, and with overseas purchasers of U.S. goods and services. The ever changing trade picture demands a constant process of consultation and review of credit financing requirements and problems, and structuring our services to meet demonstrated needs. The improvements ahead will be based on this kind of fact-finding, which involves extensive travel and discussions at home and in the various markets of the world.

Our first improvement, for which the need has been clearly established, will be to bolster our medium-term discount loan program which provides liquidity for export credit extended by commercial banks and thus encourages greater availability at more competitive costs. With the removal of restraints on our funding under the new law, we also plan to extend discount loans for the first time to short-term (less than one-year) credits, thus providing an effective new source of support for the important U.S. products which fall into that category. Almost 50 percent of total exports, principally in a wide range of raw materials, consumer goods, components, commodities, chemicals, fertilizers and steel mill products are financed short-term. (See story on Kearns visit to Brazil on Page 34.)

The composition of trade, the nature and direction of competition, pressures on the inadequate world money supply and economic conditions in various countries are all constantly shifting. Eximbank now is more properly funded for the task of supporting the U.S. exporter through the many forms of competitive exigency that are likely to arise.

Restrictions eased

The new Act relaxes Congressional restrictions on the financing of East-West trade, with discretion in the hands of the President who will determine whether the national interest is served by financing sales to the countries of Eastern Europe.

The Export Financing Act of 1971 does indeed open a new and exciting era in export trade opportunity.

Henry Kearns

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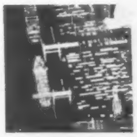

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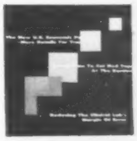

COVER: *More details are available on the President's new economic policy to strengthen the U.S. position in the world economy and improve the international monetary and trading system. The story beginning on Page 4 spells out those pertaining to the import surcharge and others.*

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New Policies Provide Added Stimulus To Consumer Sales, Business Spending

Economic Highlights is prepared by Dr. Harold C. Passer, Assistant Secretary for Economic Affairs, and is based on the latest economic indicators (see charts on adjoining page).

The dramatic new measures announced by President Nixon on August 15 provide a significant additional stimulus for the economy. Although several of the programs are designed primarily to set the nation on a new course in international monetary and trade affairs, the package of policies as a whole will have a major impact on the domestic side as well. The initial stimulus will center on capital spending and consumer spending, including autos, but the effects will soon reverberate throughout the economy.

Consumer spending increased rapidly in the first half of the year, but not as rapidly as income. The saving rate has climbed above 8 percent compared with an average of 6.5 percent over the past 20 years. Consumers have already become more confident with the general anticipation of more stable prices, greater job opportunities, and improving business conditions.

In addition, consumers will benefit from both scheduled and proposed changes in taxes. While the 90-day freeze on wages and prices puts a temporary limit on wage and salary rates, it does not limit total income, which will increase as jobs are created and the workweek lengthens. Furthermore, with more stable prices, the consumer is assured that the real buying power of his current income will be maintained.

The prospect of Congressional action to remove the 7 percent excise tax on automobiles retroactively is already stimulating sales in that important industry and the speedup in income tax reductions will provide a further boost in January. Existing law provides for an income tax reduction in January through an increase of $50 in each personal exemption, and the President has proposed increasing this to $100. This $100 proposal would reduce individual income taxes by $2 billion. While legislation is required for the tax changes, the proposals generally have received bipartisan approval in Congress.

The increase in consumer buying should encourage business to expand production and hire more workers, and an additional incentive is provided by the Job Development Tax Credit, which will allow firms to deduct from their tax liabilities 10 percent of the cost of new U.S.-made machinery and equipment. Production of business equipment, which has been weak in 1971, will be stimulated. Firms will have an incentive to buy immediately since the proposed credit drops to 5 percent after one year.

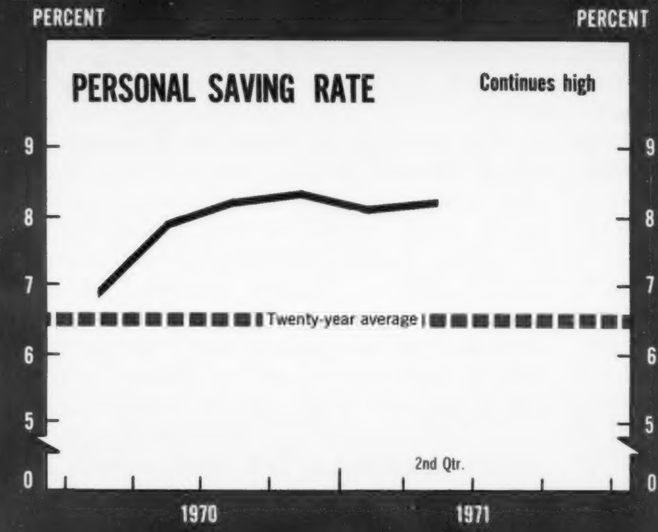
Another spur to U.S. production and investment is the surcharge, averaging about 10 percent, on about one-half of U.S. imports. Foreign goods will become more expensive while prices of domestic goods are frozen. Thus, more of the domestic demand will be satisfied by U.S.-produced, rather than foreign-made, goods. This will help to reverse the second quarter situation, when the increase in U.S. production fell short of the increase in domestic demand and the merchandise trade balance was in deficit.

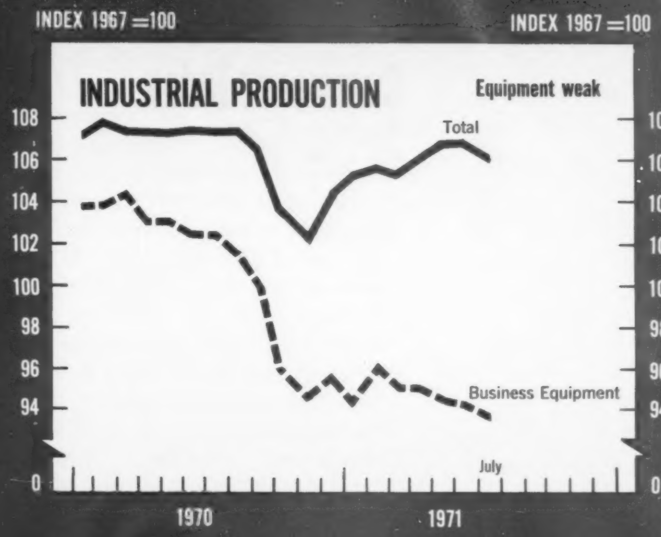
It was apparent in the first half of the year that a business upswing was under way; the new policies reinforce the recovery and assure a quicker return to stable prices and full employment.

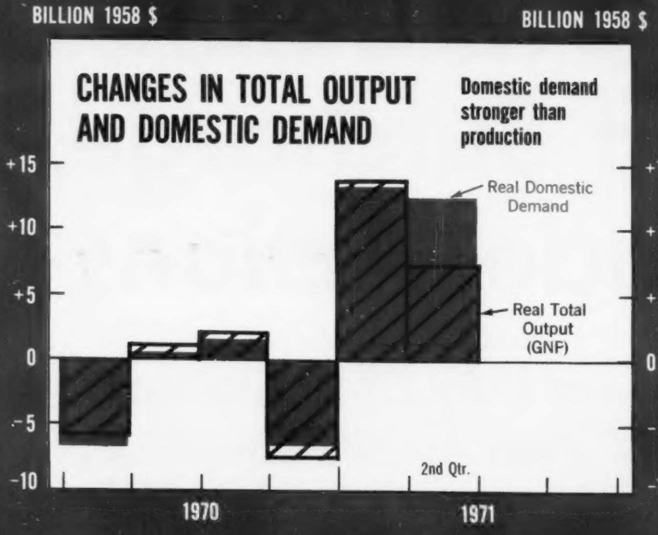
Other economic data

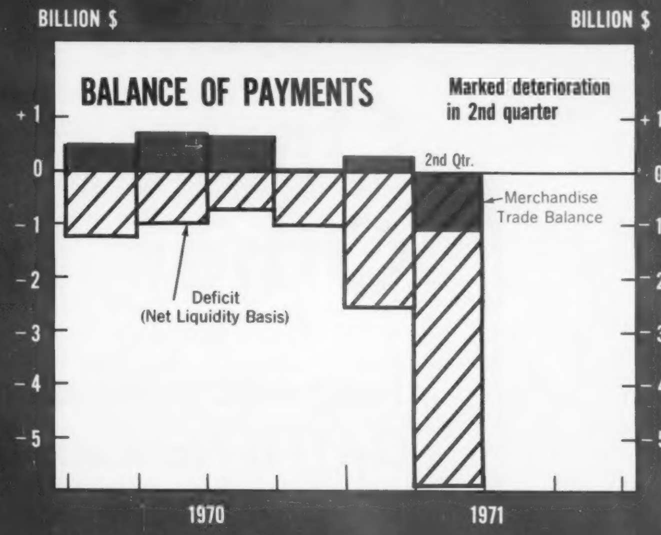
Durable orders rose sharply in July, pointing to future gains in industrial production. A comparison of changes in the Consumer Price Index over six-month spans indicates some cooling in the rate of inflation. In July, the index increased at an annual rate of only 2.5 percent.

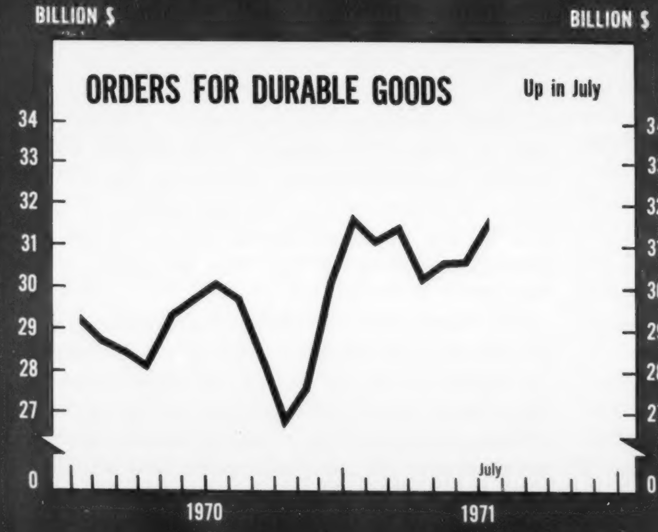
Latest Indicators

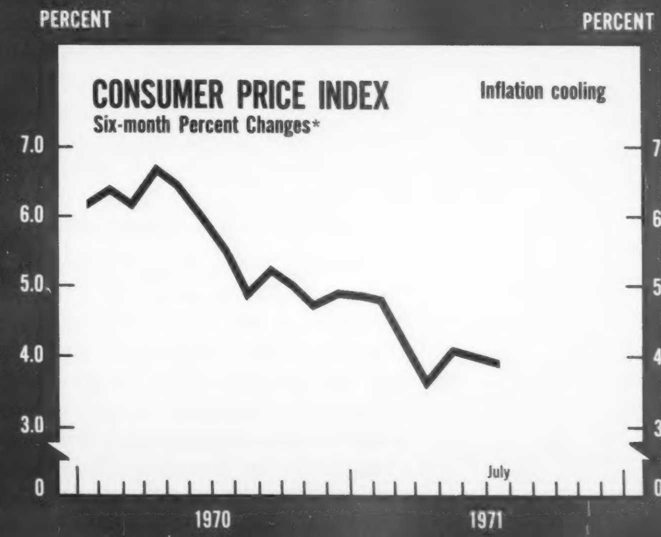












*Annual rate

All data seasonally adjusted.

Note: domestic demand equals GNP minus net exports of goods and services.

Commerce Today
September 6, 1971
Vol. 1, No. 24

Details Now Defined On Import Surcharge, Other Trade Actions

Temporary Supplemental Duty Effect Clarified; GATT Is Notified; DISC Plan Awaits Congress

Details continue to unfold that spell out the Administration's bold, new economic policy to increase employment and achieve price stability domestically, to strengthen the U.S. position in the world economy, and to improve the international monetary and trading system.

Aug. 23 Copies Delayed

Owing to conditions beyond the control of the Department of Commerce copies of the Aug. 23 issue of "Commerce Today" were delayed.

Temporary labor difficulties with truckers employed by a contractor of the Government Printing Office delayed shipment of the Aug. 23 issue to the Post Office for distribution.

Please accept our apologies for the inconvenience.

A vital part of this program, announced by the President on Aug. 15, consists of various actions to improve the U.S. balance of payments. Included in these actions are: 1) a temporary supplemental import duty; 2) a DISC export incentive; and 3) certain international monetary arrangements. Information on these developments is published below, as announced up to press time for this issue. Further details will be published as they become available. See also story on some domestic aspects of the new program on Page 21.

The supplemental duty, established by Presidential Proclamation pursuant to provisions of the Tariff Act of 1930, the Trade Expansion Act of 1962, and other provisions of law, is 10 percent of the appraised customs value of the import unless this would cause the total amount of duty to exceed the duty required by the statutory rate provided for in Column 2 of the Tariff Schedules of the United States (TSUS), in which case the statutory rate applies. Valuation is to be computed on the basis of standard techniques which Customs is currently required to use.

Generally, the appraised customs value is the value of the product free on board (f.o.b.) at the foreign port; but occasionally other values, such as United States value, constructed value, or cost-of-production, are applied. Imports presently dutiable at Column 2 rates, such as items that have not been subject to trade concessions and imports from Communist countries, except Poland and Yugoslavia, will not be subject to the supplemental duty.

Effective Date: The supplemental duty is being applied to otherwise eligible articles which were entered, or withdrawn from warehouse, for consumption after 12:01 a.m., Aug. 16, 1971. It will continue in effect until modified or terminated by the President or by the Secretary of the Treasury.

As clarified by the Treasury Department, any *entry for consumption landed* and presented for acceptance with formal entry papers and duty, at any customshouse prior to 12:01 a.m., Aug. 16, 1971, is not subject to the additional charge regardless of the reason Customs had not completed action on the entry. Goods in bonded warehouse withdrawn for consumption after 12:01 a.m., Aug. 16, are being assessed with the additional amount.

U.S. traders with questions about the import surcharge are advised to contact:
United States Bureau of Customs
Division of Appraisement and Collections,
2100 K St., N.W.
Washington, D.C. 20226
Telephone 202-964-8592

In transit entries (ITs, goods transported in bond from one Customs port of entry to another for filing of formal entry papers at the port of destination) *dated* prior to 12:01 a.m., Aug. 16, 1971, are not subject to the supplemental duty. *Immediate delivery* entries (IDs, merchandise provisionally released on an ID by Customs prior to filing of formal entry papers and payment of duties) which were presented to Customs prior to the deadline, are exempt whether or not the goods were actually *released* by Customs from its custody for consumption prior to August 16.

Product Coverage: All *dutiable* imports not subject to quantitative limitations provided for under U.S. statutes will be assessed the additional duty. Over 600 items which are presently duty-free are not covered nor are the 25 tariff items for which the Congress has enacted temporary duty-suspension legislation as provided for in subpart B, part 1 of the Appendix to the Tariff Schedules of the United States (TSUS). However, the exemption will not apply if the duty-suspension has expired or if the duty-suspension subsequently terminates. In calendar year 1970, duty-free items accounted for 34 percent of the value of total U.S. imports.

Exempt items

Items subject to the imposition of statutory quantitative import restrictions and consequently exempt are:

1) fresh, chilled or frozen beef, veal, mutton, and goat meat, irrespective of the country of origin, provided for in TSUS items 106.10 and 106.20;

2) articles subject to import restrictions proclaimed pursuant to Section 22 of the Agricultural Adjustment Act. These are set forth in part 3 of the Appendix to the TSUS and include certain milks, creams, butter, butter substitutes, cheeses, cheese substitutes, malted milk, articles of milk and cream, chocolate, animal feeds containing milk or milk derivatives, ice cream, articles containing butterfat, wheat, peanuts and cotton;

3) crude oil, unfinished oils, finished oil products and certain petrochemicals subject to quota under the national security provision (Section 232) of the Trade Expansion Act. The crude oils, unfinished oils and finished products are usually covered by TSUS items 475.05-475.70 and are described, along with the affected petrochemicals, in Presidential Proclamation 3279, of March 10, 1959, as amended (24 *Federal Register* 178). Shipments of these articles are normally covered by licenses issued by the Office of the Oil Import Administration, Department of the Interior. This exemption also includes number 2 fuel oil of Canadian origin shipped overland from Canada into District I (which includes the New England States) and crude oil shipped by pipeline from Can-

Questions Most Frequently

These are the most-often-asked questions about the import surcharge:

Q: What happens if merchandise is released by Customs under immediate delivery procedures. Does the additional 10% supplemental duty apply?

A: The additional 10% supplemental duty will not apply, provided an immediate delivery request was properly filed with Customs before 12:01 a.m., Aug. 16, 1971.

Q: Is the 10% supplemental duty applicable to goods imported under a long-term contract?

A: Yes. The supplemental duty is applicable to all dutiable merchandise except that subjected to a specific exemption, unless it has been imported and entered or withdrawn from Customs bonded warehouse for consumption before the effective date and time.

Q: Can the supplemental duty be passed on to the importer's customers?

A: The additional dollars and cents cost of the supplemental duty may be passed on to each purchaser. Adequate records to demonstrate the actual increased cost must be maintained, however.

Q: If the price of an import established in the world market rises during the period of the price freeze, can the importer pass on the price increase to domestic consumers?

A: Yes. The Cost of Living Council has answered this question by saying that "the importer can pass on the price increase as long as the product is not physically transformed by the seller or becomes a component of the good being sold. When the imported product loses its identity or is incorporated into another good, at that point, the price increase may no longer be passed on."

Q: Is the additional 10% supplemental duty applied on the amount over the normal tourist exemption?

A: Yes. The supplemental duty will apply to all articles acquired by a tourist abroad in excess of the amount allowed as a tourist exemption.

Q: Is the 10% supplemental duty calculated on the basis of a percentage

ada into District 5 (which includes Alaska, Arizona, California, Hawaii, Nevada, Oregon, and Washington);

4) cotton textiles, regardless of country of origin, provided for in the list issued by the Department of Commerce of those products which are subject to quantitative restraints under the Long-Term International Cotton Textile Arrangement. There are 64 categories of these products; and

5) sugar which is subject to quantitative controls administered by the Department of Agriculture. This sugar is usually provided for in TSUS items 155.20-155.30.

With regard to items subject to *tariff-rate quotas* (quotas which permit a specified quantity of an article to enter at a given rate of duty with imports in excess of that quantity being subject to a higher rate) imports under the item will be exempt from the supplemental duty only on that part of the tariff-rate quota which is duty-free.

Some products currently subject to tariff-rate quotas are: brooms wholly or in part of broomcorn; tuna fish; whole milk, fluid, fresh, or sour; and cattle weighing less than 200 pounds. Effective Oct. 1, stainless-steel flatware will also be subject to a tariff-rate quota. At that time, imports not exceeding the quota will be subject to the supplementary duty, while imports above the annual quota of 16.2 million dozen pieces, or the quarterly allocation thereof, are exempt because the most-favored-nation (MFN) rate of duty is the same as the statutory rate.

Computation: For items which have an ad valorem rate of duty, 10 percentage points will be added to the MFN (column 1) rate unless by doing so the rate would exceed the statutory (column 2) rate. In the latter

Asked On Import Surcharge

of the usual duty, i.e., 10% of the duty amount?

A: No. This 10% supplemental duty is an additional ad valorem duty. If the normal rate of duty is 8%, the new levy will be 8% regular import duty, plus 10% supplemental duty for a total of 18%, or the Column 2 rate as set out in the Tariff Schedules, whichever is lower.

Q: If the present rate of duty is a specific rate, for example, 10¢ per lb., how will the 10% supplemental duty be applied?

A: The importer will be required to pay the specific rate (10¢ per lb. in the example), plus 10% supplemental duty based on the value of the merchandise as described in the answer above. In no event can the total duties exceed the Column 2 rate.

Q: How is the supplemental duty applied in a case in which an American firm has established a plant in a foreign country for the assembly of articles made with U.S. components?

A: The 10% duty will apply against the normal dutiable value, i.e., the full value of the imported articles, less the cost or value of the United States components.

Q: A manufacturer of merchandise in the United States uses imported products. If he later exports the manufactured items, he is entitled under present law to a refund as drawback of 99% of the duties paid by him on the imported components. Is he also entitled to drawback of the 10% additional duty paid by him?

A: Yes. Upon exportation, the manufacturer will be entitled to receive drawback on both the regular and the supplemental duty.

Q: Can the 10% import tax surcharge be applied to goods already in stock?

A: No.

Q: Can importers, processors, and others in the U.S. include the supplemental duty increase on foreign imports in calculating their markup for transaction price?

A: No. The supplemental duty can be passed on only to the extent that it was paid on a dollar for dollar basis for imports made on and after Aug. 15.

case, the statutory rate of duty will be assessed. For example, TSUS item 790.25 (hand fans) was dutiable prior to Aug. 16 at the MFN rate of 17 percent ad valorem and the statutory rate of 50 percent ad valorem. Beginning 12:01 a.m. Aug. 16, such items from most-favored nations are dutiable at 27 percent ad valorem (the column 2 rate remains 50 percent ad valorem).

On the other hand, TSUS item 790.30 (harnesses, saddles, and saddlery, and parts thereof) was dutiable prior to Aug. 16 at the MFN rate of 7 percent ad valorem and the statutory rate of 15 percent ad valorem. Since that time, these items are dutiable at the statutory rate of 15 percent ad valorem because the MFN rate, plus the supplemental duty, exceeded the statutory rate of 15 percent.

Another example is provided by item 683.70 (flashlights and parts thereof) which prior to the effective date had the same MFN and statutory rate—35 percent ad valorem. Consequently, the supplemental duty is not applicable to this product.

As with products dutiable on an ad valorem basis, duties paid on imported items with *compound* or *specific* rates of duty cannot exceed the amount of duty required by the statutory rate. In other words, to ascertain whether or not the full supplemental duty will apply, first determine the maximum duty at the statutory rate. Then calculate the duty at the MFN rate, plus the 10 percent supplemental rate. If the calculated MFN rate is the smaller of the two, it applies; if it is the larger of the two, the statutory rate applies.

For example, item 670.64 (needles for embroidery machines) was dutiable prior to Aug. 16 at the compound MFN rate of 45 cents per 1,000 needles plus 12 percent ad valorem and the compound statutory rate of $1.15 per 1,000 needles plus 40 percent ad valorem. Thus, for a shipment of 10,000 valued at $600, the maximum duty, based on the statutory rates, is $251.50. The calculated duty at the MFN rate, plus the supplemental duty (45 cents per 1,000 needles, plus 22 percent ad valorem) is $136.50. Since the calculated duty at the MFN rates does not exceed the statutory limit, the MFN rate of duty, plus the additional charge, applies.

The same procedure is used for items with specific rates of duty. For example, item 110.65 (yellow perch) was dutiable prior to Aug. 16 at the specific MFN rate of 1.5 cents per pound and the specific statutory rate of 2.5 cents per pound. Thus, for a shipment of 1,000 pounds valued at $550, the maximum duty, based on the statutory rate, is $25. Since the calculated duty under the MFN rate, plus the supplemental duty, is $70, the statutory rate applies for this shipment.

U.S. traders with requests for exemptions under the new economic program are advised to write:

Matthew J. Marks
Deputy to the Assistant Secretary, and
Director, Office of Tariff and Trade Affairs,
U.S. Department of the Treasury
Room 3452, Main Treasury Bldg.
Washington, D.C. 20220

Requests should cite the specific product involved, and give any reasons that would justify an exemption.

Increased Prices on Imported Goods: Sales of commodities imported from other countries are subject to the provisions of wage-price freeze. Price ceilings at all levels, however, may be increased by an amount equivalent to increases in the landed cost of the commodity imported after Aug. 15, due to changes in United States customs duties. For example, prior to Aug. 16, a retail outlet sold an imported TV with a dutiable value of $90. As a result of the 10 percent supplemental duty, the retail price of the set may be increased up to $9.

The additional duty may not be passed on to the consumer on goods already in stock because these goods were not assessed with the supplemental duty.

If the *world market price* of an import rises during the freeze period, the importer may pass the *price increase* on to the domestic consumers only so long as the import is a final product, is not physically transformed by the seller, or becomes a component of the good being sold. When the imported product loses its identity or is incorporated into another good, the price increase may no longer be passed on.

At the time this issue went to press, a decision had not yet been made with regard to the passing on to the ultimate consumer of price increases resulting from changes in currency exchange rates.

Again, readers should understand that this information is based on developments up to the time this article went to press. Additional decisions and further details will be reported as they become available.

GATT Aspects of Import Surcharge: Immediately after the President announced his new program, Director-General Olivier Long of the General Agreement on Tariffs and Trade (GATT) was notified of the imposition of the temporary 10 percent surcharge and was informed that the United States was prepared to confer on its action with other GATT Contracting Parties at their convenience. Long immediately called a meeting of the GATT Council.

At this Aug. 24-25 meeting, the Contracting Parties agreed to establish a Working Party to examine the U.S. surcharge and the monetary and trade developments that led to its imposition. The Working Party will report back to the GATT Council by Sept. 20.

Deputy Under Secretary of State Nathaniel Samuels, who headed the United States delegation to this meeting, stated the U.S. position that the GATT allows members to protect their trade positions when faced with severe balance of payments difficulties. Samuels said the surcharge was not invoked under a particular GATT article, but rather that "the trade and monetary situation to which we address ourselves, and in which every country has a fundamental stake, transcends any particular article."

DISC export tax proposal

The President's integrated economic program includes a recommendation that Congress enact the DISC tax deferral proposal to stimulate U.S. export activity and to promote the use of excess domestic productive capacity. The DISC was passed during the 91st Congress by the House, but not by the Senate.

The DISC proposal calls for amending the Internal Revenue Code by creating a new category of corporate entity, the Domestic International Sales Corporation (DISC), to handle the export sales of U.S. firms. The DISC would be entitled to a deferral of tax on income from exports, and certain related activities, until distributed to shareholders.

Deferral of taxes on retained earnings would continue as long as the DISC remained qualified. They could be used in a number of ways outlined in the legislation, including loans to domestic manufacturers or for export promotion. Qualification of the DISC would be based on two tests. At least 95% of its income must be export receipts, and 95% of its assets must be export-related. Deficiency distributions after the close of the tax year would be permitted to prevent the loss of deferral status for DISC's which have inadvertently failed to meet these requirements.

The President has suggested, in his recommendation, that the earlier version of the DISC be changed to become fully effective on Jan. 1, 1972, rather than phased-in in three stages over four tax years.

International monetary actions

The President's announcement of the temporary inconvertibility of dollar exchange into gold or other reserve assets was followed the next day, Aug. 16, by the closing of almost all major foreign exchange markets. On Aug. 23, all but the Swiss markets reopened.

Since the United States suspended the purchase of dollars from monetary authorities abroad, the latter also set aside their commitment to keep the exchange rate for the dollar within one percent of par. Thus, the price support for the dollar was removed, and the dollar was in a state of "float." When the markets reopened, the dollar generally weakened and pierced its former level, although initially by a smaller amount than some expected.

Japan was a brief exception to the general practice of floating the dollar, but later fell in line with other countries. France was also an exception and remained so at this issue's deadline. The French authorities established a "two-tier" system and persevered in supporting the dollar in the "commercial" market for trade transactions. However, the authorities allowed the dollar to find its own level in the "financial" market for capital transfer, tourist, and similar transactions and intervened to buttress the price only as they saw fit.

The French price support activities stem from the concern that the dollar would otherwise move against the French franc to the disadvantage of France's exports.

TO IMPROVE U.S. BALANCE OF PAYMENTS— *A major goal of the Administration's new economic policy is to strengthen the nation's balance of payments position by stepping up the flow of exports and stemming rate of increase in imports. When this Seventh Street container terminal at the Port of Oakland, Calif., comes into its planned operational level, the amount of inbound and outbound activity will provide one gauge of the success of the program.*

Cutting Red Tape At The Borders

Freight Shipments To Cross International Lines Unimpeded, Under TIR Carnet Plan

A system of primary importance to American exporters in expediting and quite likely increasing trade with Western Europe has become established in the United States. It is the TIR (Transport Internationale Routier) Carnet plan, a guarantee arrangement under which freight shipments are permitted to cross international borders without customs inspection at intermediate points.

The TIR Carnet system was devised in Europe in 1949 as a means of speeding up continental road transport. In the early post-war years, rail facilities were in a shambles throughout large parts of Europe, and road transport provided in many cases the only available means of promoting trade and reconstruction.

A carnet (pronounced carnay) is a document guaranteeing that customs duties, penalties, fees and other charges will be paid on a shipment at the point of ultimate destination, and that the shipment is what it claims to be and can stand as security for the required payments.

The plan has proved a boon to Western Europe, and its use is growing rapidly. Issuance of carnets for use in Europe grew from 3,243 in 1952 to more than 700,000 in 1970.

At present, TIR carnets are issued for use in commerce among nations subscribing to a customs convention that came into force in Europe in 1960. The U.S. entered the convention in 1969. Besides the U.S., 24 European countries are members of the convention. They are: the United Kingdom, France, West Germany, Ireland, Italy, Belgium, the Netherlands, Denmark, Norway, Sweden, Switzerland, Spain, Portugal, Greece, Turkey, Luxembourg, Austria, Hungary, Finland, Yugoslavia, Czechoslovakia, Bulgaria, Romania, and Poland.

In addition, Canada is reported to be showing a desire to participate in the system, and Japan is said to be interested. The hope is expressed that in time the system will do for Intercontinental trade what it has done in expediting commerce among the nations of Europe. However, interested persons emphasize that the degree of its value in the U.S. will depend entirely on the extent to which it is adopted and used.

At first, the carnets were issued in Europe to cover only shipments moving by truck. But the customs convention has been amended to apply to container cargoes moving by other modes of transport.

To make the system effective in any country, an organization must accept the role of guarantor. This organization becomes the issuing agent for the carnets in that particular country. The Equipment Interchange Association (EIA), a group representing truck, rail, and ocean carriers, has been designated by the Treasury Department as the issuing agent in the U.S.

EIA the seller

The EIA has arranged to sell carnets to American carriers who wish to participate in the system and whom it has approved. To join the approved list, a carrier must file a "Declaration of Engagement," or contract, in which it agrees to abide by certain prescribed conditions. It must be on the bonded carriers' list, and must be subject to an inquiry by EIA as to its financial responsibility.

At the last count, about 60 U.S. carriers had accepted EIA's invitation to join in the system and had been approved. Advocates of the plan are hopeful that, from this beginning, U.S. adoption and use of the carnets will grow as an important means of making trade easier with Western Europe and perhaps in the future with some other foreign nations. It is acknowledged that, if trade is facilitated, it also will likely be increased. Because of its advantages, the system offers a potential for saving time and money on shipments crossing international frontiers.

A number of U.S. Government agencies have been active in promoting adoption and acceptance of the system in this country. They include Commerce's Maritime Administration and Bureau of International Commerce as well as the Departments of the Treasury, State and Transportation. U.S. participation involved first of all acceding to the customs convention, some minor changes in the customs law, revision of the customs regulations, and designation of the issuing agent.

The primary value of the plan to the U.S., Government officials emphasize, is the aid it provides the American shipper, who often may not be aware of the roadblocks in the path of his shipment as it crosses foreign frontiers.

An example of how the system works is this: A carnet is purchased and filled out for a shipment destined for a Western European country that originates at an inland point in the U.S., providing the shipper wishes to move it under a TIR carnet. This will enable it to travel to its destination without dis-

TRAILER-FLAT CAR SERVICE

SPEEDING IT UP—*Delivery of goods from the shipper's dock to the consignee are speeded up when American carriers purchase carnets, allowing freight shipments to go from the ships to the railroads and/or trucks and on their way without customs inspection or duty payment at intermediate points.*

REGULATIONS

NO NEED FOR THIS—*Carnets eliminate many U.S. regulations and other hold-ups, putting them all under one agreement that speeds up deliveries.*

charge of the cargo from road vehicles or containers at border points for customs inspection, payment of duties at intermediate points, or the posting of bond for transit under seal. The shipment is cleared by U.S. Customs agents at the plant or nearest Customs station, sealed and goes on its way. The carnet gives it a green light until it reaches its final destination. This border crossing clearance is a primary requirement of the Customs Convention, agreed to by all member countries.

For protection

A TIR carnet carries approximately $50,000 of insurance as a protection to the issuing agent to cover payment of duties, penalties, and other charges on the shipment. Where the prospective liabilities would exceed this amount, the carrier must provide bond to cover the excess.

In the case of irregularities discovered in a shipment originating in the U.S. and traveling under a carnet, the authorities will contact the EIA, which in turn will get in touch with the carrier member handling the shipment. The new arrangement will mean that the Bureau of Customs will participate actively in the control of shipments moving to European countries from the U.S., although heretofore it has had no such responsibility except for movements from bonded warehouses and in a few other circumstances.

To some extent, it is explained, the carnet system will be of advantage to U.S. importers bringing goods from European countries to internal points in the U.S. However, the benefit to importers is regarded as more limited than in the case of exporters, since the shipment would have to be handled during its journey in the U.S. by EIA-approved carriers. The potential benefit to importers will increase, of course, as more carriers qualify to handle carnets, and this will dispense with securing other U.S. Customs forms.

Armour S. Armstrong, Chief of the Office of Ports and Intermodal Systems of the Maritime Administration, suggests that American firms shipping to European markets should become informed as to what the TIR carnet system will do for them.

"What it will do," he said, "is to assure that their shipments will move through to the ultimate destination with efficiency and dispatch, and without the delays and difficulties incident to customs inspection at intermediate points.

"On the Government side, we have worked to make the system available so that our shippers and transportation companies will be fully competitive in European markets, and in other markets as the system expands. The United States has acceded to the international customs convention, which required necessary changes to be made in our customs laws. Our U.S. customs regulations have been revised accordingly, and the American issuing agent for the carnets has been designated.

"Thus the machinery has been provided. But all the Government can do is set the stage. It is now up to our shippers and transportation companies to take over and make the system operative. Mainly, it is up to the shippers, because the carriers will provide this service as the shippers become interested enough to request it."

European nations participating in the system have indicated that they are looking forward to U.S. partnership in the plan because goods arriving in Europe under a TIR carnet will be handled by the various customs services more expeditiously. Conversely, as more U.S. carriers are approved to handle carnets, European shipments arriving in the U.S.

under carnets will move to their destination without undue delay.

The International Road Transport Union (IRU), an organization of national road transport associations with headquarters in Geneva, Switzerland, operates and maintains general supervision over the carnet system under the terms of the customs convention. The EIA is a member of the IRU, and like issuing agents in other countries obtains carnets from the IRU under a "Deed of Engagement." A price is paid for the carnets that includes the insurance which they carry. The insurance is provided by a pool of European insurance companies. The carnets are printed by the IRU. They have the IRU stamp, and a watermark, similar to that on currency, to make counterfeiting difficult. Each carnet has a serial number.

Strict accounting

EIA will submit monthly reports to the IRU showing by serial number all carnets issued, the date issued and the expiration date, all on hand, and any that may be misplaced, stolen or used fraudulently. Thus, a strict accounting will be kept on the documents. Those issued will be valid for use for 90 days.

The carnets come in two forms, a six-voucher document and a 14-voucher. The six-voucher form may be used for shipments moving from one country to another, or for goods crossing the boundaries of one intermediate country enroute to a third. The 14-voucher form is for shipments crossing more than one intermediate country. The carrier must determine, before the shipment starts on its journey, how many vouchers are needed in the document and fill it out accordingly. Even where a shipment moves only from one country to another the carnet is helpful, since it obviates customs inspection at the entrance point of the country to which the goods are consigned.

While the process involves some paper work and record keeping, U.S. officials point out that it is far smoother and more expeditious than the alternatives. It is the difference, they explain, between an express train system and a local with its stops.

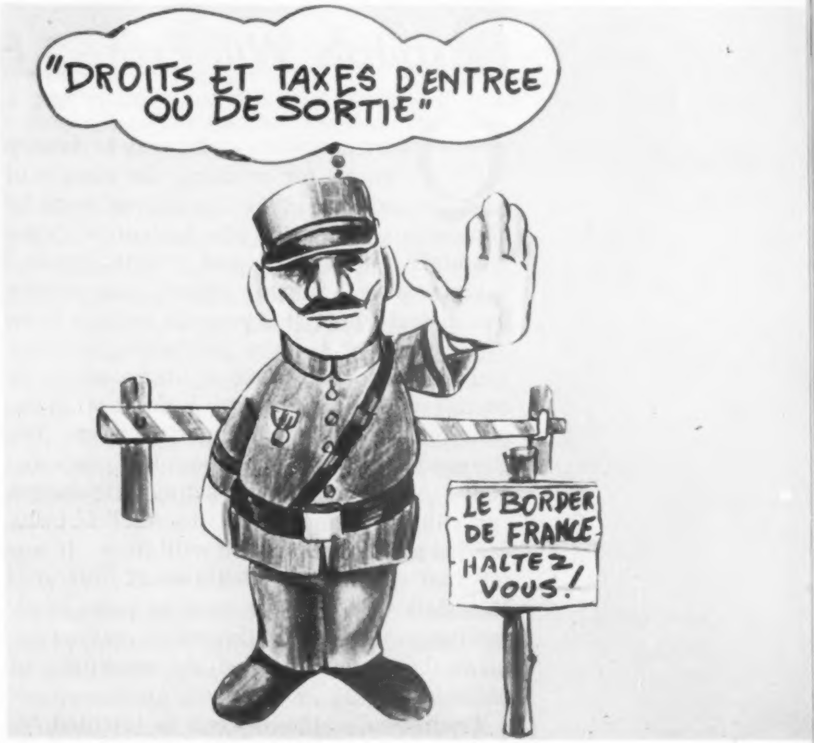
The issuing agent in each country is at liberty to fix the charges for carnets within reasonable limits. In the U.S., members of the EIA will receive a moderate price break. Prices for the carnets follow: for member carriers; six-voucher document, $5.50; 14-voucher, $6.00: for non-member carriers; six-voucher, $6.25; 14-voucher, $7.00.

The price for each carnet will include a 10 by 16-inch emblem bearing the letters "TIR" in white against a blue background. This is to be attached to each shipment traveling under a carnet, and must be clearly visible. The emblem will be an aid to customs officers, it is explained, but users are instructed to destroy it as soon as the shipment to which it is attached has reached destination.

The carnet system was discussed at length at a seminar held in Chicago June 22-23 and attended by about 150 transportation representatives and other interested persons from the U.S. and foreign countries. A special attempt was made to answer all questions about the operation of the system.

Charles D. Baker, Assistant Secretary for Policy and International Affairs of the U.S. Department of Transportation, which with the EIA sponsored the seminar, said: "Clearly something new is upon us. The TIR carnet promises great benefits, but it must be understood to be used. We in DOT regard this as a real breakthrough."

—*Maritime Administration*


"DROITS ET TAXES D'ENTREE OU DE SORTIE"
LE BORDER DE FRANCE HALTEZ VOUS!

ANOTHER ROADBLOCK—*This type of roadblock is removed by carnet purchase, as the TIR symbol on the shipment moves the goods through intermediate border points with no customs inspection or duties payment until the goods reach the consignee.*

Means Sought To Cut Margin Of Error In U.S. Clinical Labs

Improved Analyses From Drug Industry, Hospitals Will Protect Health, Save Lives

Quietly, work is under way to develop means for reducing the margin of possible error in analyses made by clinical laboratories of pharmaceutical firms, hospitals, universities, and private research organizations, among others, to protect health and sometimes perhaps to save lives.

This work is being performed by Commerce's National Bureau of Standards in its development of Standard Reference Materials in the field of clinical chemistry. The Bureau entered this field about five years ago at the urgent request of leading pathologists and clinical chemists, and the work is being carried on in collaboration with them. It was felt that certification of Standard Reference Materials should be the starting point in attacking problems encountered in making accurate laboratory tests of the conditions of patients.

Traditionally, the Bureau is oriented toward basic physical and chemical standards for science, industry, and technology. But while the staff of the Bureau's Analytical Chemistry Division, which is doing the work, are not clinical chemists, they are acknowledged experts in measurement. They have found that many of the problems of accurate measurement encountered by clinical chemists respond to the same competences as those applied in some other areas.

The problem of clinical measurements, as with other measurements, is one of certainty that the measurement being made is accurate. It is the basic problem of knowing that a gram is a gram, a meter a meter, or that a watch keeps correct time. In the field of clinical measurements, the Bureau has made considerable progress with a number of materials. And it is preparing to tackle in future years a formidable array of others.

The Bureau, which has been engaged in measurements activity for 70 years, has developed more than 750 Standard Reference Materials, ranging from limestone to color standards. About 60 percent of these are in the broad chemical area. In each case, the objective has been the accurate measurement of a particular property as supplied to the material in question.

With respect to clinical measurements, the Bureau has developed high levels of purity in various materials involved in clinical laboratory analyses. Physicians depend on these analyses to determine a patient's condition. Obviously, if the laboratory finding is not accurate, the physician's determination in some instances may be in error, with a possibility of unfavorable consequences for the patient.

A kind of yardstick

The Standard Reference Materials developed by the Bureau in the clinical field are base points that clinical laboratories may use to determine whether their own tests made of the same materials are accurate. If their own results are shown to be in error, they can arrange to have their equipment calibrated for accurate testing. They can use the Standard Reference Materials to check and adjust the equipment when necessary. In any case, they will know what their margin of error is, and can correct it.

In addition, Standard Reference Materials developed for base points will be useful to private laboratories as control materials to assure the quality of their production.

Still in the planning stage is a second step in the process of arriving at greater accuracy in clinical measurements. This is to develop highly accurate procedures for testing the materials, in cooperation with leading clinical chemists and pathologists, so as to make certain that accurate results are obtained.

The Bureau became interested in the problems of clinical chemistry measurements in 1966 when Dr. Bradley E. Copeland, of the Standards Committee of the College of American Pathologists, pointed to major discrepancies found in a survey of cholesterol measurements performed in different laboratories throughout the country.

The Standards Committee invited more than 6,000 clinical laboratories to participate in a survey to determine to what extent cholesterol was being measured accurately. In 1962, two serum samples with different concentrations of cholesterol were distributed to the laboratories for measurement. The laboratories were asked to measure each sample routinely and return the results. From 1,088 useful replies received, it was found that some results were as much as 35 to 50 percent in error.

In another instance, Dr. Copeland's committee sent samples of potassium nitrate and pyrene to 95 laboratories for measurement on recording spectrophotometers. Results from different laboratories were easily intercomparable when the measurements were made with the same make and model of instrument. But significant errors appeared in comparisons among measurements made by different types of instruments. It seemed that various clinical laboratories were having difficulty in standardizing spectrophotometers.

A JOB THAT TOOK EIGHT MAN-YEARS—*Mrs. Beverly Johnson, of the NBS Analytical Chemistry Division, runs tests for the measurement of bilirubin.*

One billion analyses

Another problem that has caused concern in clinical measurement is the increased use of automation and computer control without commensurate attention to standardization. It is recognized that growing automation and computerization is essential in a situation where the number of clinical analyses performed in the U.S. each year is approaching one billion. But unless emphasis is placed on accurate standardization of automated instruments, the data produced by them will be meaningless.

Dr. Copeland's belief that the Bureau could make important contributions to clinical measurement problems was supported by Dr. George N. Bowers, Jr., Chairman of the Standards Committee of the American Association of Clinical Chemists. This group endorsed Dr. Copeland's insistence that the Bureau should begin work on cholesterol and spectrophotometry standards. Moreover, the group provided a priority list of many other clinical measurements that it felt could be decisively improved by Standard Reference Materials.

The upshot of the discussions was that the Bureau produced in 1967 a Standard Reference Material for cholesterol that originally was certified as 99.4 percent pure, but later was shown to be 99.7 percent pure. Up until recently, the Bureau had distributed about 600 samples of cholesterol to more than 300 clinical laboratories in different parts of the nation. In coming months, the Bureau expects to issue a renewal of the cholesterol Standard Reference Material packaged in individual-use vials. The price for a half-gram sample is $30.

Above-normal levels of cholesterol in blood, it is widely believed, may be symptomatic of atherosclerosis or other clinical conditions. Below-normal values may occur with diseases of the liver or hyperthyroidism. In present-day American society, extensive tests are made for cholesterol in blood. Often these tests are made in routine screening of adult populations.

PART OF AN EXACTING TASK—*In certifying cholesterol as a Standard Reference Material, the impurities were measured by E. E. Hughes, of the NBS Analytical Chemistry Division, with a mass spectrometer.*

Since the Standard Reference Material for cholesterol was produced, the Bureau has completed, certified, and issued 10 additional clinical Standard Reference Materials, among them urea, uric acid, bilirubin, glucose and others. More than 10 additional standards are in the process of measurement at this time.

Purity levels

In 1968, the Bureau developed Standard Reference Materials for urea, uric acid and creatinine. Purity levels obtained in these materials were 99.7 percent for urea and uric acid, and 99.8 percent for creatinine. The test for urea is one of those most frequently performed in the clinical laboratory. Impaired kidney function may be associated with a high urea level in the blood. While uric acid tests are made only 10 or 20 percent as often as those for urea, the number still can amount to several thousand a year in a large hospital. Uric acid is found in the blood at increased levels in patients with gout, or those who are undergoing rapid release of nucleic acids resulting from drug treatment, such as for leukemia or kidney failure. Between 6,000 and 10,000 creatinine tests may be made each year by a large hospital. Creatinine is studied to aid in the diagnosis of kidney malfunction and uremia.

A Standard Reference Material for calcium carbonate was issued in 1969, and one for D-Glucose in 1970. Rapid and accurate analysis of calcium in blood is an important clinical test. Hypercalcemia, or an excess of calcium, when supported by other evidence, often is indicative of hyperparathyroidism, and medical decisions involving immediate surgery frequently are made on the basis of a calcium reading. In most general hospitals, the glucose measurement is the single most prevalent clinical determination made. In a 1,000-bed hospital, some 50,000 glucose tests may be made in a year. A D-Glucose Standard Reference Material is needed in connection with analysis of blood and urine in the detection and treatment of diabetes mellitus.

Thus far in 1971, a number of Standard

Reference Materials for clinical measurements have been issued. Included are the following: potassium chloride, bilirubin, and two materials important in analyses of acidity levels. Purity levels obtained were 99.9 percent for all the materials except 99.7 percent for one of those dealing with acidity determinations.

Increased potassium concentrations in the blood result from kidney failure, dehydration and cellular breakdown.

Excess bilirubin

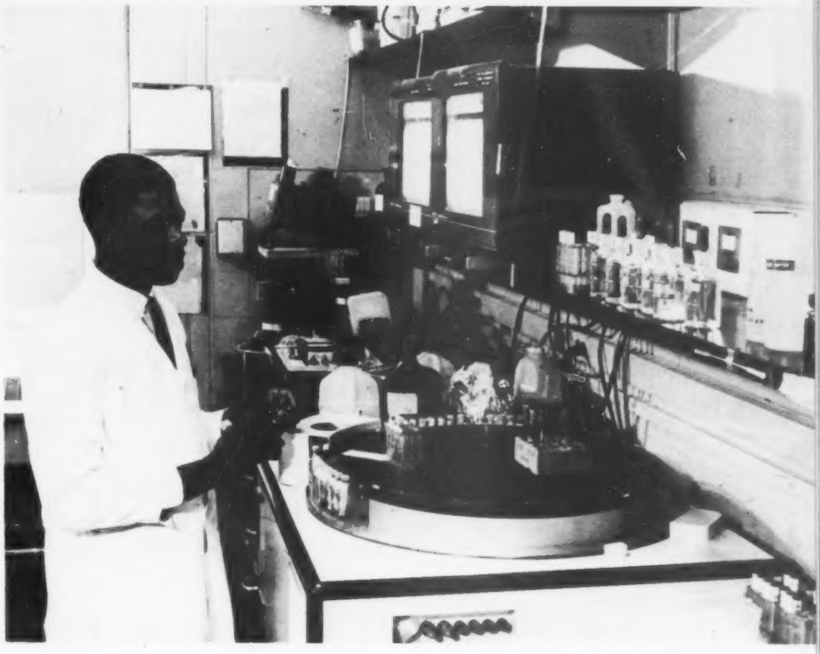
Bilirubin is the pigment seen in patients having jaundice. In excessive levels in a newborn infant, it may cause permanent brain damage. The concentration of bilirubin in the blood increases when the rate of blood-cell destruction is greatly increased or the elimination pathway is impaired. An excess of bilirubin results from certain blood or liver conditions. A clinical analysis may help to diagnose the cause.

Bilirubin has been the subject of a great deal of research for many years. Eight man-years alone were expended in the development of Standard Reference Material, which was prepared from hog bile. Much of the research has been in the area of developing the analytical techniques necessary to evaluate the purity of the bilirubin and to detect various impurities. In determining bilirubin levels, clinical analysts use a chemical reaction that produces colored products. For quantitative measurements, they depend on spectrophotometry, and for this work accurate bilirubin standards are essential. Since the properties of bilirubin do not lend themselves to ready characterization in terms of purity, many commercial bilirubin standard preparations are of uncertain purity.

Standardization difficult

High on the priority list for future work by the Bureau in the clinical field are Standard Reference Materials in the areas of protein and enzyme chemistry. As many as 25 percent of the tests performed daily in the clinical chemistry laboratory are said to involve proteins and enzymes. But standardization has been found to be highly difficult. Bovine serum albumin has been proposed as an initial material for a protein standard. The Bureau intends to begin work on such a standard in coming months.

In addition to the work in the clinical field, the Bureau is devoting attention to areas of broad national concern, such as air and water pollution, and safety factors implicit in such things as the braking strength of auto seat belts and the effect of wear on tires. In these areas, as in others, the Bureau's basic objective is accuracy of measurements and standards. In air pollution, work is directed toward determining what materials are pollutants, and what could be considered natural levels of various materials.



ACCURACY IS THE AIM—*Automated instrumentation similar to that in this National Institutes of more in labs to improve clinical measurements. ments.*

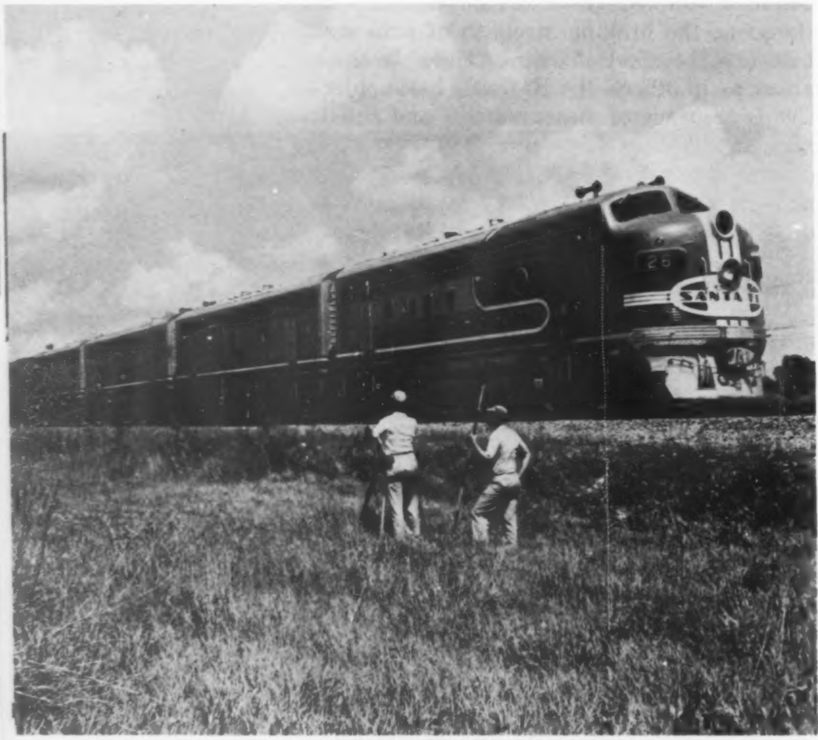
In dealing with pollutants, the Bureau has begun to issue standards that permit on-site or in-the-field calibration of air pollution monitoring devices. The purpose, for example, is to assure accurate measurement of such air-borne pollutants as: sulfur dioxide, carbon monoxide, nitrogen dioxide and other toxic or injurious materials. Thus, if a finding is made that the upper tolerable limit of sulfur dioxide is a certain percent, an accurate determination may be made as to whether the content is below or above this level. The result is to provide a major aid to officials concerned with pollution control.

Work in the areas of water pollution and safety is in the planning stage. Both present vast challenges for useful accomplishment in the basic competence for which the Bureau is noted—accuracy in the determination of measurements and quality.

—*National Bureau of Standards*

Increasing Tourism With Improved R.R.s

Overseas Visitors To United States Will Ride Bright, Shiny Passenger Trains Across Country



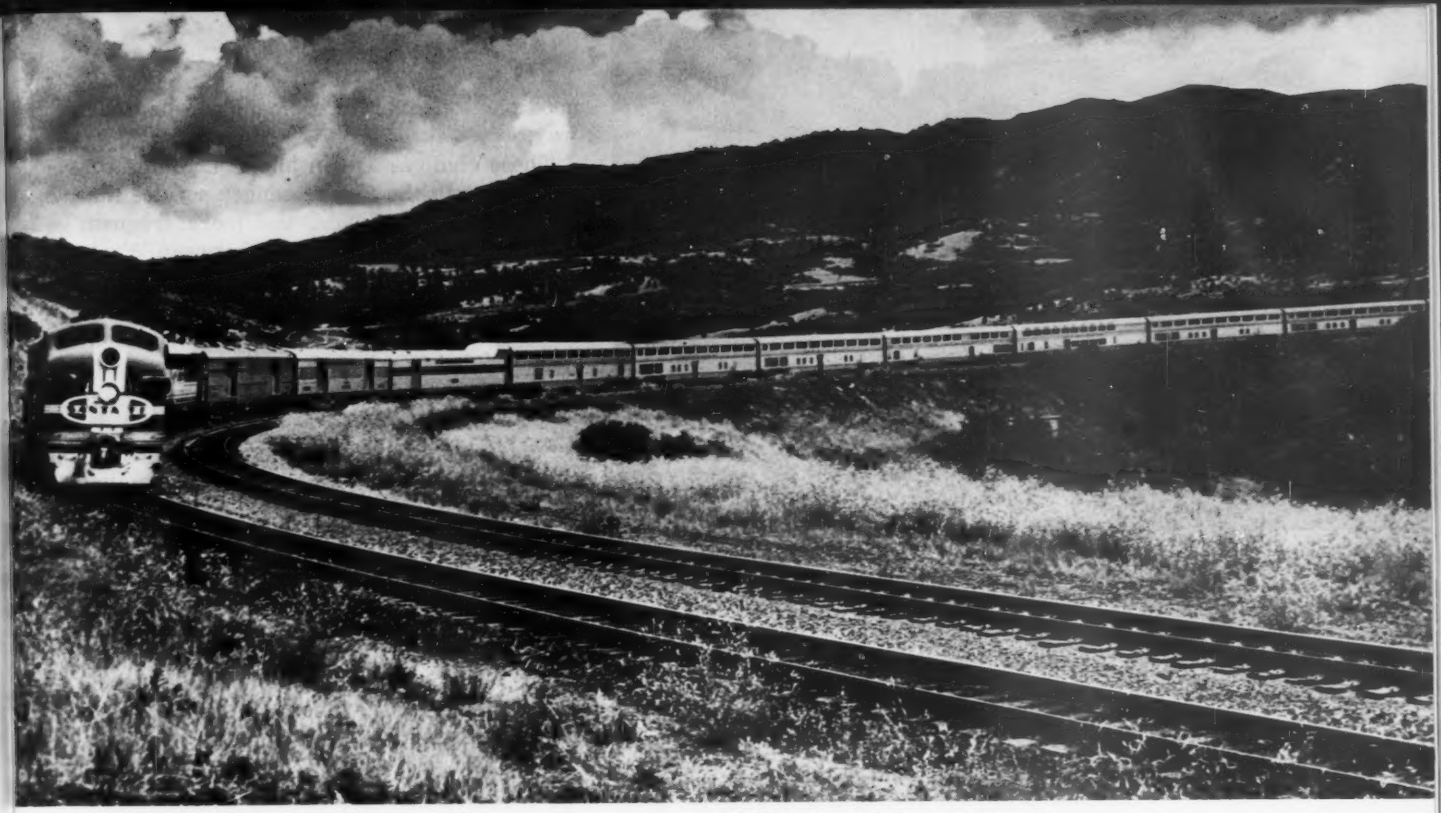
THE SANTE FE—*The pleasant passenger service offered by this railroad is being made even better as the National Railroad Passenger Corporation and the United States Travel Service go into action to improve the railroad service for overseas visitors.*

Foreign tourists visiting the United States are going to be made to feel more at home in their travels around the country. In their own countries, they are usually accustomed to comfortable and attractive railroad passenger service. Action is being taken to enable them to see America from bright, pleasant railroad passenger trains, and to enjoy cheerful service while doing so.

This is the purpose behind a joint effort to increase rail travel by foreign tourists in the U.S. announced late last month by Roger Lewis, President of the National Railroad Passenger Corporation (AMTRAK), and C. Langhorne Washburn, Assistant Secretary of Commerce for Tourism and head of the United States Travel Service (USTS).

"This country has a unique wealth of scenic and historical sights," said Lewis, "and rail travel best provides the panorama for which foreign visitors touring the United States are looking."

He said AMTRAK will continue the special 25 percent rail travel discount for foreign tourists which USTS and individual railroads initiated more than a year ago. The discount applies to all passenger trains operated by AMTRAK, except Penn Central's



SCENIC BEAUTY—*Travelers from other countries will be able to view historical and scenic sites of the United States in comfort from fast, clean railroad trains as AMTRAK and USTS work together on a new program of rail service geared towards attracting more overseas tourists to the U.S.*

Metroliner between Washington and New York and Turbotrain between New York and Boston.

Bright prospect

"Rail travel has great appeal for foreign tourists," Washburn commented, "and the refreshing new look which AMTRAK is preparing for its coast-to-coast system provides a bright and exciting prospect for rail tours of the U.S."

He announced that Donn Dearing, who recently has been Deputy Director of the USTS Paris regional office, is being detailed to AMTRAK to help develop plans for increased tours to the U.S. by foreigners who will make use of AMTRAK's improving rail passenger facilities. In his work with the USTS Paris office, Dearing was engaged in promoting travel to the U.S. from France, Spain, Portugal, The Netherlands, Belgium, Luxembourg and Italy.

Dearing is expected to begin his duties with AMTRAK about mid-September. He will help design tours and marketing programs and offer them to domestic and foreign tour operators and travel agents for the purpose of bringing more foreign visitors to the U.S. for travel by rail, and possibly for combination rail and air tours. AMTRAK intends to develop an educational and indoctrination program with this object in view, with particular attention to Europe and Japan. Dearing will report to Henry Riegner, AMTRAK's Director of Sales who formerly was Vice President of Trans World Airlines, Inc.

The plans to stimulate increased rail travel by foreign tourists coincides with AMTRAK's burgeoning program for rebuilding the nation's once-celebrated rail passenger service, with its famous trains so widely admired by former generations.

AMTRAK, created by the Rail Passenger Service Act, took over virtually all the nation's intercity passenger trains May 1 for the purpose of operating them and improving service under contract with the railroads. Its first problem has been to reverse direction and to restore and modernize a service that for years had been declining against the massive encroachment of many-sided competition.

During this long period of slow strangulation, it is pointed out, the railroads and their personnel had come to look upon rail passengers as "bad news." As a result, one of the first problems confronting AMTRAK has been to make rail passenger operations

AN EXPERIENCE—*AMTRAK is considering serving hot meals to passengers at their seats, similar to the methods that are now used by airlines.*

"service-minded" once more. In order to do this, AMTRAK is drawing in some measure on the experience and techniques of airlines in providing the public the kind of service it wants and is willing to pay for.

The hoped-for result is that the traveling public, foreign and domestic, will be offered an entirely new product, perhaps differing in various respects from what has been provided in the past.

Riegner says that one idea in the planning stage is an entirely new form of diner service for rail passengers, patterned basically after the service provided by the airlines, but more extensive and perhaps different in some ways. There would be no kitchens such as the traditional railroad dining car has had. Food would be prepared completely or partially beforehand, frozen or refrigerated, and restored in micro-wave or convection ovens, which require much less room than the traditional kitchen. Many changes would have to be made. Personnel would have to be trained or retrained. All of this, Riegner points out, will take time. AMTRAK intends to experiment with serving hot food to passengers in coaches, perhaps on a few trains at first, to determine whether this can become a practical part of its operation.

The railroads, Riegner explains, have offered AMTRAK 3,000 passenger cars from which it can select those it desires for use in the rail passenger service. AMTRAK intends to choose 1,100 of the best of these. They will be put into condition for use, refurbished where necessary. In some cases, desirable alterations will be made in the interior of the cars. The expectation is that by October a good part of this improvement will be under way.

These changes are in addition to the improvement in the rail passenger service that already is being made, the more frequent schedules for the Metroliner between Washington and New York, and the better service that either is being put into effect or planned on trains between a number of major cities, such as New York and Boston, New York and Chicago, Washington and Chicago. One change that is to be made is to replace antiquated equipment on a number of trains with stainless steel and other modern cars that are being brought in from western routes.

There are many other ideas that are being projected for improved rail passenger service, such as: redesigning of passenger car interiors and exteriors to permit easier boarding and exit, as well as greater comfort, safety and convenience; new modes of propulsion, such as the linear induction motor and a tracked air-cushioned vehicle capable of 300 miles an hour, now being tested by the Department of Transportation.

U.S. image abroad

For foreign visitors, it is pointed out, rail travel in the U.S. has special significance. From American motion pictures, TV, and other sources, they have acquired an image of the United States as a broad sprawling country of glamor, color and mystery, and this applies particularly to the West, its history, and its vast reaches. To the foreigner, the American railroads play a major part in this image because of their history, and the part they have played in the nation's development. Thus, the foreign tourist does not need to acquire a concept about rail travel in America, because he looks upon it as the ideal way to see the country that he imagines the United States to be. But when he arrives in the U.S. and finds that the glamor of rail travel is not often what he expected, he is always let down. This is the kind of reaction that AMTRAK and the United States Travel Service want to change.

Riegner says that in undertaking to rebuild rail passenger service in the United States, AMTRAK has one major advantage in the respect that it is essentially unregulated. A quasi-governmental organization, it can make its own rules. This gives it great flexibility to adjust service and rates to meet the needs of the public.

—*United States Travel Service*

DOMESTIC BUSINESS REPORT

- **American business supports President's program**
- **More than 1,000 calls per day keep coming**
- **Blood derivative production on the increase**
- **New maritime office for worldwide solutions**
- **More U.S. money now going for amusements**

Secretary Praises Business Role In Wage-Price Freeze

American business has accepted the wage-price freeze with "great statesmanship" and at "significant sacrifice" of profits, Secretary Stans said.

Continuation

Business, he added, is willing to accept some form of continued control on wages and prices, and it would view any controls after expiration of the freeze as a "second stage, leading as soon as possible to a free market."

Eleven of the nation's leading corporate executives who met with Secretary Stans late last month urged that the Administration develop a "follow-up phase" to assure that the President's program to stem inflation would not be terminated after the freeze dead line. They told the Secretary of Commerce that the second phase should be developed and announced at the earliest possible date.

Stans' comments were made at a press conference following the Commerce Department meeting.

The business leaders expressed deep concern that abrupt termination of the program at the end of 90 days would unleash the inflationary pressures that existed before the freeze and undo whatever had been accomplished. In addition, there would be new pressures, a "rush to catch up" with increases halted by the freeze.

Meeting with Stans were William M. Batten of J. C. Penney Co., Eugene N. Beesley of Eli Lilly and Co., Fred J. Borch of General Electric Co., Edwin H. Gott of United States Steel Corp., Howard C. Harder of CPC International, Inc., John D. Harper of Aluminum Company of America, Amory Houghton Jr. of Corning Glass Works, Augustus C. Long of Texaco Co., Charles F. Myers Jr. of Burlington Industries, Inc., James M. Roche of General Motors Corp., and Charles C. Tillinghast Jr. of TWA.

"Individually," Stans said of the 11 executives who came to Washington for the informal meeting, "they all support the President's program." Although almost every major American industry was represented Stans said they did not assemble to speak for their respective industries, "They came on their own," he added.

Profit sacrifice

"Almost all (of the executives) believe the action will represent a considerable sacrifice of profits," Stans continued.

He said the wage-price freeze put business at a "considerable disadvantage" because the businessman will be unable to recoup wage and material price increases made before Aug. 15.

He cited the automobile industry as an example. The automobile price increase a year ago took into account the wage increase. Since then there have been increases in raw materials used by the auto industry—losses which cannot be recouped by an increase in prices.

"Any indication that the wage-price freeze is a bonanza for business is completely false," Stans asserted. He said the burdens of the wage-price freeze will fall on everybody and the businessman, in particular, will make considerable sacrifices.

He added that it is "absolutely absurd to say the tax relief is a benefit to business."

The Office of Emergency Preparedness announced last week that the wage-price-rent freeze began at 12:01 a.m. Aug. 16 and will expire at midnight Nov. 13, instead of Nov. 12, the previously announced date.

Uniformly, Secretary Stans continued, the business executives who met with him "are willing to accept some form of continued control and are greatly concerned that we do not revert to the same pressures that were present before the freeze."

He said the conclusion of the group was that the process cannot be accomplished on a voluntary basis after the expiration. The corporate chiefs and Stans discussed types of factors to be considered in any "follow up phase."

In discussions of what form the "second phase" should take Stans said he suggested that the "two extremes" be excluded from consideration. The extremes, he explained, would be abandonment of the freeze without anything to take its place, and "permanent controls of the World War II type."

Secretary Stans, is a member of the President's Cost of Living Council, but the news conference was held in his capacity as Secretary of Commerce. Stans held a second session with the corporate executives Aug. 31.

—*Office of the Secretary*

Government Officials Assist In Clarifying Freeze To Public

Telephones are ringing at the rate of 1,000 calls a day.

"In fact," said Michael Masanovich, of the New York City Commerce Department Field Office, on loan to the Regional Service Center Office of Emergency Preparedness in that city, "if they're not ringing, the only reason is they're in use."

Temporary staffing

Masanovich is one of three members of the New York Field Office who is helping staff the temporary OEP center set up to give guidelines, disseminate information, receive, analyze, evaluate and answer questions on the economic stabilization program. Ten such regional offices across the country have had their staffs augmented by government personnel from other agencies for the duration of the 90-day freeze. And the scene in the other nine metropolitan-located offices parallels that in New York City.

A professional staff member from each of the ten Field Offices located in the OEP regional cities has been assigned to that local office on a full-time basis to help answer the endless stream of inquiries that are coming in by phone, mail and by personal visits. In addition, in each of the 42 Commerce Department Field Offices throughout the United States, professional persons have been assigned to supervise the servicing of these inquiries in those offices.

The shifting of duties and responsibilities to help with emergencies is not new to these Field Offices. According to Paul Cullen, Director of the Business Opportunities Staff of the Office of Business Services, for many years Commerce Field Offices have had a mission to go into action to assist the Nation.

"Immediately after the President announced the new economic program," points out Cullen, "the Field Office Directors were winding up into action."

Field Offices, Cullen added, have had previous experience with handling such emergencies. To many in the field, this was not a new assignment—they had been on deck when a similar control went into effect in 1952.

GIVING THE ANSWERS—*Staff members of all the Commerce Field Offices have rallied to help answer the deluge of inquiries that began in the wake of the new economic program. The scene above in the New York City office is typical today.*

"In general," said Jack O. Padrick, Commerce's Director of the Office of Business Services, "the public has been informed to address inquiries on the new program to the local offices of the Internal Revenue Service."

"The Office of Business Services of the Bureau of Domestic Commerce, however," he continued, "is working to provide business with guidance material from OEP and the Cost Of Living Council. This material is on hand in each of the Field Offices now, and new material is continually being received."

Apparently both the OEP and the Field Offices do have the answers. Masanovich said that at least 98 percent of the inquiries they are receiving now, the staff members can handle.

"It wasn't that way when we first came on board, though," he remembered. "Then it was bedlam, because we didn't have rulings."

Masanovich had nothing but praise for the Washington staffers, who came up with clear rulings almost immediately. "Within two or three days after we began operations," he said, "we were able to answer nearly all the inquiries."

Those they can't answer are immediately referred to the National office for rulings. And complaints go to the local IRS for handling.

Complaints, however, are few. Masanovich said that basically the people calling are seeking guidelines and information. Nearly everyone seems to want to cooperate with the new economic program.

What about the questions? Most of them concern rents and wages and prices. More questions are beginning to come in now concerning the import surcharge and the dollar exchange.

In the Field Offices more than half of the inquiries are on the wage-price freeze.

If any businessman has a question, he can call his local Field Office. It's ready to help.

—Office of Business Services

MANAGES SERVICE'S HOME BASE—*Mrs. Nathan Sams keeps an eye on the office and home base of Sams Flying Service while her husband is on business trips. She also manages the Unicom-communications between planes flying in the area at the Hatbox Airport in Muskogee, Okla., and coordinates office work.*

Contracts Channel Work To Minority Firms

By contracting to provide goods or services to another government agency and subcontracting the order to a minority-owned firm, the Small Business Administration is pumping new lifeblood into the Administration's program for minority business enterprise.

Procurement contracting

The activity is called 8 (a) procurement contracting and it channeled nearly $22 million into minority enterprise last year.

The goal is to make available $120 million in procurement opportunities to minority-owned businesses during the current fiscal year.

Sams Flying Service of Muskogee, Okla., is one beneficiary of a new agreement between SBA and the Federal Aviation Administration. Established in 1947, Sams recently received an FAA contract for $52,000 for the lease of a twin-engine plane by the Aeronautical Center.

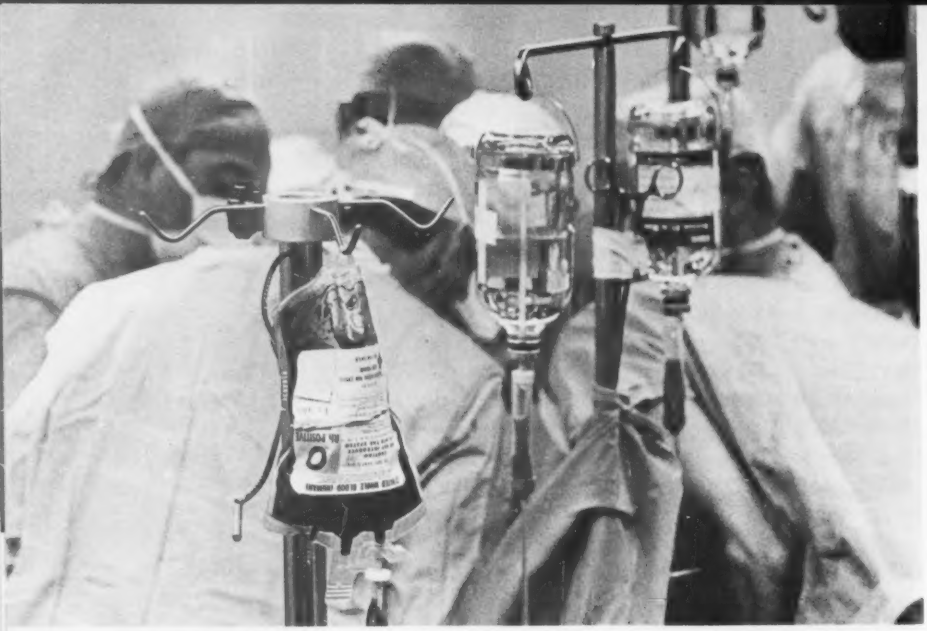
Sams, who employs a work force of 17 persons in flight, sales, service, clerical and management positions, has one of the best electronics installations in Eastern Oklahoma and Western Arkansas.

He has some 13,000 flight hours to his credit and holds ratings in multiple engines, instrument, flight and instrument instructor and others. He has a second operation, Arkomair, located at Fort Smith, Ark., municipal airport.

Although SBA is not part of the Commerce Department, both agencies cooperate on many programs, especially in the field of minority enterprise development.

The first Section 8(a) contract was awarded in February, 1968. Up to the end of March, 1971, the Small Business Administration had let 585 of the contracts for a total of $71 million. During the present fiscal year, 351 contracts were awarded for $29,490,000.

—Small Business Administration



HELPING SAVE LIVES—*Production of immune serum globulin has sharply increased over the past three years, making this blood derivative more available to doctors and hospitals in their fight to save lives and fight and reduce diseases.*

Output Triples On Blood Derivatives That Prevent And Treat Diseases

Unheralded and with quiet efficiency, American laboratories are producing blood derivatives that are effective remedies in the treatment of various disorders and that reduce the incidence of many diseases—among them mumps, whooping cough and tetanus.

Two-year increase

A sharp increase occurred between 1968 and 1970 in the production by U.S. laboratories, both private and State-operated, of various forms of immune serum globulin, a blood derivative highly important in the prevention and treatment of certain diseases, infections and bodily disorders.

A survey by the Chemicals, Petroleum and Rubber Division of Commerce's Bureau of Domestic Commerce showed that 12 manufacturing laboratories produced 9,881 kilograms of immune serum globulin in 1970, the equivalent of 21,784 pounds. This contrasted with a production of 3,844 kilograms by 11 manufacturers in 1968, the equivalent of 8,474 pounds.

From the 1970 production of immune serum globulin, 876 kilograms, or 1,931 pounds, of special immunizing agents were prepared. The immunizing agents were used to give persons immunity from a broad variety of diseases, including those previously mentioned.

The survey showed also that 16,845 kilograms of serum albumin were produced by 11 manufacturers in 1970, the equivalent of 37,136 pounds. This was slightly less than the 17,296 kilograms, or 38,131 pounds, produced by 10 manufacturers in 1968.

Immune serum globulin and serum albumin are widely used in hospitals for a broad range of purposes, and also in Vietnam. No explanation is available as to the large increase in production of immune serum globulin, or the decline in production of serum albumin, although output undoubtedly would reflect demand levels in some measure.

Globulin is a name for a wide class of proteins that occur in animal and plant tissues. The immune serum globulin referred to in the production figures is a sterile solution of human-blood globulins that contain the antibodies normally present in human blood.

Immune serum globulin, also commonly referred to as gamma globulin, is used in the treatment of persons suffering from certain bacterial and viral diseases. It is also used to prevent recurrent infections in individuals with a congenital or acquired deficiency of gamma globulin. It should be administered intramuscularly, and care must be taken to see that it is not administered intravenously.

Two other types of globulin are identified in human blood, alpha and beta. The gamma fraction is the best known because it is the source of antibody formation in the blood. When production of globulins for specific purposes is desired, blood from donors who have high concentrations of particular antibodies is used.

Albumin is a name for a large class of proteins found in human and animal blood, and also in muscle, and in various other substances, such as milk, the whites of eggs, and vegetable tissues and fluids.

Human blood

The serum albumin referred to in the production figures is human-blood albumin used principally in the emergency treatment of shock to restore a deficient blood volume, and therefore, is of value on the battlefield and in other situations in which injuries and severe blood loss occur. It also is used in treating persons suffering from burns, kidney, liver and intestinal disorders, and severe malnutrition.

The rules under which the Bureau's survey was made prohibit disclosure of individual company operations. For this reason, production totals were not given for six other blood derivatives—anti-hemophilic factor, anti-hemophilic globulin, fibrinogen, fibrinogen with anti-hemophilic factor, fibrinolysin, and factor IX complex.

—*Bureau of Domestic Commerce*

New Maritime Office To Help Solve World Problems Of U.S.-Flag Fleet

A new office has been established in Commerce's Maritime Administration to represent the United States Merchant Marine in conferences on maritime questions among Government agencies and with foreign governments and international organizations.

R. J. Gage

This is the Office of International Activities, of which Richard J. Gage, former Chairman of the Puerto Rico Ocean Service Association, is Director. Appointment of Gage to the post was announced late last month by A. E. Gibson, Assistant Secretary of Commerce for Maritime Affairs.

Creation of the new office coincides with the progress which is being made in rebuilding the U.S. merchant marine. (See *Commerce Today*, July 26, 1971.) It reflects the belief of those concerned with the merchant marine that its interests should be considered in all significant international areas, including the diplomatic.

Maritime background

Gibson said Gage's "extensive background in maritime law and international transportation will be invaluable in increasing the Maritime Administration's and shipping industry's participation in international activities that, directly or indirectly, have a significant impact on the well-being of the American Merchant Marine."

He added that Gage would work closely with such organizations as the International Maritime Consultative Organization (IMCO) and the United Nation's Conference on Trade and Development (UNCTAD), and will also represent the Maritime Administration's viewpoint whenever problems arise with foreign governments over maritime matters.

The staff of the Office of International Activities will take part in discussions relating to policy and international political questions, presenting its expert knowledge on matters in these areas. Legal and technical questions will be handled by staff members of the Maritime Administration concerned with these responsibilities.

The U.S. is a member of a number of international organizations that are constantly drafting international regulations and treaties involving regulation of particular problems. Much of this activity falls in the field of ocean transport.

The new office will undertake to see that the needs of the U.S.-flag fleet, and the objectives of the program to revitalize it, are taken into account in any decision-making on maritime matters. This will include conferences among U.S. Government agencies to develop the nation's position in dealing with foreign governments as well as international negotiations.

IMCO is the United Nations shipping body, with headquarters in London. It conducts many meetings on problems relating to maritime safety, pollution from oil spills, and the like. The pollution problem, for example, may involve such questions as tanker design to reduce oil spills. By having a representative present, the Office of International Activities can speak for the Maritime Administration when IMCO drafts regulations affecting shipbuilding and operations.

UNCTAD, which has headquarters in Geneva, represents the lesser developed nations of Africa, Asia, and other regions, and is interested in the quality of ocean shipping provided these countries. The organization is frequently involved in studies which may lead to action affecting world maritime procedures. It undertakes from time to time to draft conventions and treaties relating to such matters. The new office will give the U.S. a voice in discussions leading to such agreements.

The Maritime Administration now has representatives in five foreign capitals who gather cost information on ship construction and operation for use in determining the amount of the subsidy the U.S. Government is to pay to enable its merchant fleet to be competitive on the ocean lanes. The work of these representatives is illustrative of the agency's essential interest in the international maritime field.

—Maritime Administration

Directory Available On Business Machines

A guide to nontechnical sources of information in the business machines industry, with special emphasis on electronic data processing, is available at the Department of Commerce.

Compiled by the Bureau of Domestic Commerce's Scientific Equipment Division, the 41-page directory lists the following eight sources of information: Department of Commerce sources; U.S. trade magazines, newsletters and directories; U.S. trade and professional associations; U.S. market research reports; foreign trade and professional magazines and publications; foreign production and trade product codes.

The directory, which bears the title of "Business Machine Market Information Sources," lists more than 270 sources. The final chapter includes flow charts which make it possible to follow a business machine from production through the export and import cycle.

Priced at 50 cents a copy, the directory may be obtained from Sales and Distribution, NTIS, U.S. Department of Commerce, Washington, D.C. 20230. *—BDC*

U.S. Public Spending More For Amusements

The American public spent more in recent months for amusement and a variety of services than it did in previous months. Also, outlays for a number of services in the first half of 1971 were greater than for the first half of 1970.

Information compiled by Commerce's Bureau of the Census revealed that receipts for motion pictures, amusement and recreational services in June were 10 percent above those for May. In this case, as in the others, the data was adjusted for seasonal variations and trading day differences, but not for price changes.

In the second quarter of 1971, receipts for motion pictures, amusement, and recreational services likewise were 10 percent more than for the first quarter. Spending for these services in the first half of 1971 was 1 percent above that for the same period of last year.

Spending for personal services increased 3 percent from May to June, and in the first half of 1971 was 3 percent greater than for the first half of 1970.

Outlays for miscellaneous repair services also rose 3 percent from May to June, and in the first half of 1971 were 18 percent greater than for the same period of last year.

Business services, by far the largest spending sector in the service group, showed a 2 percent increase in expenditures from May to June, but no increase in the first half of 1971 over the first half of 1970.

Receipts for automobile repair and other automotive services declined 2 percent from May to June.

Expenditures for hotel, motel, tourist court, trailer park, and camp services dropped four percent from May to June, but in the first half of 1971 were four percent greater than in the first half of 1970.

—Census Bureau

Ombudsman For Business

Businessmen who need assistance in their dealings with the Federal Government now have a central office in Washington, D.C., to write or call for information, suggestions, or even for registering complaints—the Commerce Department Ombudsman for Business.

All inquiries should be addressed to the Ombudsman, Thomas E. Drumm, Jr., Special Assistant to the Secretary, U.S. Department of Commerce, Washington, D.C. 20230, or call 202-967-3178.

New Special Catalog Lists U.S. Programs For Minority Business

Federal programs to assist minority business enterprise are described in an 89-page "Special Catalog" published by Commerce's Office of Minority Business Enterprise and the Small Business Administration.

OMBE director John L. Jenkins said the new publication provides potential entrepreneurs with information on the availability of financial assistance, business opportunities, management and technical assistance and where these services may be obtained.

It details 85 federal programs either specifically designed to aid minority enterprise or which may be of particular help to minority entrepreneurs. The publication also includes a summary of 75 additional Federal programs directly or indirectly offering potential business opportunities in construction, repair and rehabilitation of facilities, road grading and surfacing and general contracting.

The catalog, which updates an edition compiled by the Office of Economic Opportunity in 1969, is being distributed to OMBE affiliates, Commerce Field Offices and organizations helping in the minority enterprise effort.

The "Special Catalog of Federal Programs Assisting Minority Business Enterprise," Stock Number 0300-0324, may be obtained from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20420. Cost is $1.

—OMBE

Five Cities To Hold Government Seminars

Five cities are included in the November schedule of Federal procurement seminars for minority businessmen.

The day-long programs on how to sell to the Federal government—through competitive bidding and other programs—will include lectures, visual aid presentations and individual counseling by government procurement representatives.

Sponsors are the Regional Service Centers of General Services Administration, Commerce's Office of Minority Business Enterprise and the Small Business Administration.

The 1971 series will be concluded with the following sessions: Nov. 4, Columbus, Ohio; Nov. 8, Nashville, Tenn.; Nov. 12, Shreveport, La.; Nov. 16, Baton Rouge, La.; Nov. 18, Jackson, Miss.

—OMBE

Calendar For Businessmen

Oct. 3-6—Kansas City, Mo.—National Association of Housing and Redevelopment biennial session. For information contact Tom Duvall. Phone: 202-333-2020.

Oct. 18-21—Phoenix, Ariz.—Fourth annual Economic Development Planners Seminar for planners working with Indian Reservations. Contact the Indian Desk, Economic Development Administration, Washington. Phone: 202-967-4322.

SCIENCE & TECHNOLOGY REPORT

- **Storm surge probe scheduled**
- **Sea Grants help fishing industry**
- **Automated system to reduce costs**
- **Inventors awarded 49,821 patents**
- **Patents of special interest**

Storm Surge Probe Scheduled As Part Of Insurance Survey

The Department of Commerce, in collaboration with the Department of Housing and Urban Development (HUD), is about to undertake a study to determine the extent of inland inundation from storm surges, one of the sea's greatest dangers in coastal areas, as part of a Federal insurance rate investigation.

Storm surges result from hurricanes and other severe ocean storms which cause the sea level to rise above normal tide heights. They are the leading cause of deaths during hurricanes and can cause heavy property damage along low-lying coastal areas.

The study is to be used as a basis for establishing Federal insurance rates for private structures in shore areas. It is part of a larger survey being conducted by various other government agencies for HUD's Federal Insurance Administration.

Vulnerable coastlines

In addition to establishment of insurance rates, the data collected during the survey will be used by the Federal Insurance Administration to prepare maps of vulnerable coastlines as a basis for developing building codes and for land-use planning.

It is expected to take a few years to complete the study. Funds totaling $63,000 for the 1972 fiscal year are being provided by HUD.

Principal investigators in the storm-surge study are Dr. Chester Jelesnianski of the National Weather Service's Techniques Development Laboratory and Dr. Albion Taylor of the Air Resources Laboratory. The study is being coordinated by Everett Ramey of the National Ocean Survey's Coastal Mapping Division. All three agencies are part of Commerce's National Oceanic and Atmospheric Administration.

—*NOAA*

Sea Grants Help Fishing Industry Research

The largest Sea Grant in the four year history of that program —$1,700,000—has been awarded to Oregon State University at Corvallis by Commerce's National Oceanic and Atmospheric Administration which maintains the National Sea Grant Program.

Oregon State's Grant is for its continuing program of research, education, and advisory services. That program has grown at an unusually fast rate, conducted cooperatively with the University of Oregon School of Law in Eugene, Clatsop Community College in Astoria, and several agencies of the State of Oregon.

Matching funds from non-Federal sources will amount to more than $850,000, including a specific appropriation for Sea Grant by the Oregon state legislature, other state support, and industry contributions.

The Oregon State Sea Grant program emphasizes the development of fisheries and utilization of the Oregon coast. A new activity begun during the past year is directed toward increasing the efficiency of small boat fisheries, through advisory services and research. A number of innovations have already been adopted by the target audience. Food science and technology projects, closely tied in with marine economics and marine law, have demonstrated considerable success in aiding the local seafood processing industry's continuing efforts to achieve high quality products through effective sanitary practices.

A major aquaculture project involves an experimental hatchery for introducing chum salmon to the Oregon fishery. The project is also developing methods for acclimating Chinook and hybrid salmon to sea water, developing hatchery systems for oysters and clams, and selectively breeding oysters for improved strains.

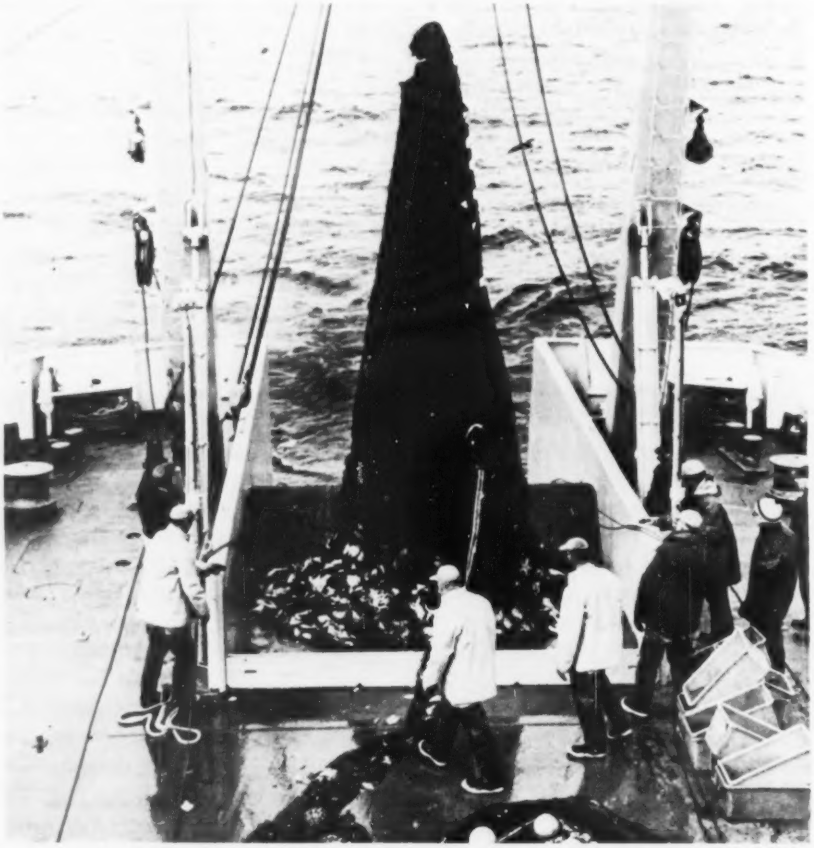
In its four years of operation, the Sea Grant Program has proved extraordinarily successful in involving scientists and engineers in solutions to practical problems in the marine environment.

Currently there are approximately 70 active individual projects, and 11 institutional grants covering an additional 457 projects in the general fields of fisheries and aquaculture, transportation and navigation, management principles in the coastal zone, marine pharmacology and pharmaceuticals, the technology of ocean recreation, legal and economic aspects of coastal zone and living resources research, and management and offshore resource development.

Among the program's accomplishments are the first commercial harvest of cultured shrimp, creation of a computerized methodology for coastal zone management decisions, development of innovative fishery technology for small fishermen, an acoustic method of counting fish populations, improvement of efficiency in small-business seafood processing plants, identification of Great Lakes mineral deposits valued at more than $300 million, and development of a system to use deep cold ocean water as a source of nutrients for aquaculture.

Other recent Sea Grants awarded include:

- **University of Rhode Island—$1,125,000**—To support the fourth



RESEARCHING A TRAWL LOAD—*Scientists and fishermen together prepare to research a trawl load of fish, one aspect of various Sea Grant programs made possible by NOAA which has helped the fishing industry to conserve and harvest marine life most efficiently.*

year of coastal zone and fisheries research which has statewide, regional and national aspects. Its main focus is an integrated attempt to develop a systems model for resource problems of Narragansett Bay, to permit better prediction and decision-making. Key to this is a physical monitoring program, Bay Watch, under the direction of the university's Ocean Engineering group. Studies of drifting oil spills are made as well as measurement of tidal heights, currents, and mass flow studies. Biochemical studies have involved analyses of fish, shrimp, and marsh grasses, and a biochemical tag for hard clams permitted for commercial fishing.

Fisheries research in the Rhode Island Sea Grant program includes projects in population dynamics, gear research, marine food technology, marine pathology, and aquaculture. Investigation of the potential of certain marine drugs will also be continued. Also includes commercial fishery extension at the University Marine Advisory Service, short courses for management training of boatyard and marine employees, production of materials useful in coastal zone management, and special programs for elementary and secondary school teachers in the state.

- **University of Miami, Florida —$799,000**—To support the third year of Miami's program aimed at efficient management of ocean-dependent enterprises, and protection and enhancement of ocean resources. Progress has been made in an aquaculture project in which shrimp and crabs have been reared from microscopic egg to marketable size. Pompano is also raised to marketable size. Spin-offs from these projects have resulted in university Sea Grant staff members acting as consultants in aquaculture problems to about 15 major corporations and to several foreign countries as well as experimental development of new concepts in shrimp culture involving completion of the life cycle in plastic bags—a "greenhouse" for shrimp culture.

Miami's Laboratory for Coastal and Estuarine Studies, using Sea Grant matching funds from non-federal sources, has worked with conservation organizations and state legislators in an advisory capacity in formulating new legislation on environmental matters, on cleaning up the Miami River, on the Cross-Florida barge canal, and on the Conservation 70s movement in Florida.

An Ocean Law program has supplied graduates with Masters of Laws degrees to practice this specialized field of law in state and federal agencies and as consultants to industry.

A marine advisory program carried on through the Gulf and Caribbean Fisheries Institute, known as Sea Grant Decision Seminars, has resulted in the issuance of Anti-Pollution bonds by the First National Bank of Miami, a response by bankers to the scientists' expressed concern over environmental problems. *—NOAA*

U.S. Leading Fish Importer, Latest FAO Figures Indicate

The United States is the world's leading importer of fish and fish products, latest figures published by the Food and Agriculture Organization of the United Nations indicate.

Philip M. Roedel, Director of the National Marine Fisheries Service of Commerce's National Oceanic and Atmospheric Administration, reports that the major portion, in terms of value, of the total $736 million worth of fishery products in 1969 came into the country from Canada, Japan, Mexico, Australia, and Norway.

Japan leads the world in exported fishery products with Canada and Norway second and third. The sixth-ranking U.S. exported $98 million worth of seafood in 1969. *—NOAA*

Automated System Planned To Reduce Costs, Better Service

One call from a telephone or computer terminal is all it would take to obtain oceanographic, geophysical, climatological, aeronomy and space data, as well as scientific literature and research information from Commerce's Environmental Data Service centers.

That is the goal of the Data Service, a component of the National Oceanic and Atmospheric Administration. EDS plans to develop a completely automated system in order to reduce user costs and provide more efficient service. Dr. Thomas S. Austin, director of the Service, said recently plans are to enlarge its ability to service multidiscipline environmental requests "to provide the user with a single-contact, ecosystem approach to his problem."

The Environmental Data Service collects, manages, and disseminates worldwide environmental data and information, through its National Climatic Center, National Oceanographic Data Center, National Geophysical Data Center, and Aeronomy and Space Data Center. Its Environmental Science Information Center is NOAA's focus for scientific and technical publications, information and library services. *—NOAA*

U.S. Inventors Awarded 49,821 Patents In 1970

Of a total 67,693 patents issued by the Patent Office during 1970, U.S. inventors received 49,821, according to Commissioner of Patents William E. Schuyler, Jr.

For the seventh consecutive year, California led the nation in the number of inventors granted patents during the year. Californians were awarded 6,444. New York followed with 5,693.

—Patent Office

Patents Of Special Interest

Recent patents issued by the U.S. Patent Office included:

Dynamic action valveless artificial heart. An artificial heart intended for supplementing or temporarily replacing the natural heart for circulating blood through the body. The heart relies on the dynamic flow properties of the blood for its operation, utilizing a unique dual fluid oscillator with a common diaphragm for providing the pulsing action to a pair of pumps that have pressure-volume flow relationship that simulate the natural heart. Patent No. 3,599,244 issued to Donald E. Wortman, 609 Murial Street, Rockville, Md.

Slow-motion camera. The slow-motion camera has a compensating prism rotatably mounted in a prism holder detachable from the camera housing. The prism is driven by a disengageable coupling from the film drive sprocket which moves in synchronism with the running of the film. When the coupling is disengaged, a blocking pin secures the prism against rotation, with its parallel faces transversely of the optical axis. Patent No. 3,597,059 issued to Herbert Gopfert, Dresden, Germany, and assigned to VEB Pentacon Dresden Kamera- und Kinowerke, Dresden, Germany.

Data switching system. A switching network for data stations is disclosed in which the data stations are served by switching centers capable of interconnecting the data stations via wide band facilities. Connections between selected data stations can be "ordered up" from any conventional telephone station not associated with the data stations. The customer desiring to interconnect data stations originates a telephone call which, as it progresses through the network, prepares each switching center for interconnecting the selected data stations. Patent No. 3,597,544 issued to James B. Kennedy, Bexley, Ohio, and assigned to Bell Telephone Laboratories, Murray Hill, N.J.

Aptitude testing machine. A method and apparatus for administering aptitude tests composed of a motion-picture projector, a screen on which it projects pictures, means for determining the speed at which an object is caused by a test subject to approach the screen in response to a stimulus projected on the screen, means for measuring the force exerted on the screen and correlating measurements to measure the aptitudes utilized by the subject in responding to the stimulus. Patent No. 3,596,376 issued to Gaston Avedissian, 4, rue Beausejour, Colombes; Dominique Lamotte, Lucien Lamotte, and Martine Lamotte, 5 rue du Hameau, Meudon-Bellevue, France.

Sewage treatment apparatus. A sewage treatment apparatus and method comprising a biological treatment tank, preferably one which includes rotatable biological contractor means. Means are provided for sensing the hydraulic flow rate in the system and also for sensing the organic concentration of the sewage or of the effluent, and for recycling secondary sludge to the biological treatment tank as a function of the hydraulic flow rate and of the organic concentration. Patent No. 3,596,767 issued to Ronald L. Antonie, Milwaukee, Wis., and assigned to Autotrol Corporation, Glendale, Wis.

Windshield scrubber. A device including a casing housing an air-driven rotary brush that partially projects through an opening in the casing and a resilient skirt surrounding the opening and capable of serving as a squeegee. The casing is provided with a trap chamber adjacent the brush and with a pivoted closure shoe normally closing an opening to the trap chamber but adapted to pivot to open position to deflect liquid and other residue resulting from a cleaning operation from the brush into the chamber. Patent No. 3,599,267 issued to Robert N. Faires, 565 North Elspeth Way, Covina, Calif.

Method for picking poultry. A method of picking poultry where birds suspended in flexible fashion from an overhead conveyor are moved through three different picking environments to completely defeather them. The initial picking stage includes a series of offset, counterrotating bullet-shaped support having flexible fingers extending and positioned on either side of the path. The two subsequent picking sections include (1) two overhead drum-type pickers having a pocket defined by upper and lower rows of bullet-shaped pickers which are offset with respect to one another; and (2) two horizontal drum-type pickers positioned to contact the wing and upper body portions of the bird having fingers extending radially and rotatable about vertical axis to contact the legs of the birds. Patent No. 3,599,278 issued to Edward J. Crane, Ottumwa, Iowa.

Abstracts and drawings of patents are published as they are issued in the *Patent Official Gazette* each Tuesday. More than 1,800 patents are issued each week. Trademarks are published in the *Trademark Official Gazette*. Copies of the *Patent Official Gazette* and the *Trademark Official Gazette* may be obtained from the Superintendent of Documents, Government Printing Office, Washington, D.C. 20402.

Science Calendar

October 18-21—Gaithersburg, Md. —Fifth Materials Research Symposium on solid state chemistry. National Bureau of Standards.

September 6, 1971

International Commerce

- U.S. share, world manufactured exports
- Exhibitions open in Mexico, Italy, Israel
- Nine new 'E' awards
- Economic report from United Kingdom
- Reports from Portugal, Argentina, Bahamas

U.S. Industrialists Explore East-West Trade, Investment Links

Newsmemo

A tip to program chairman of businessmen's organizations now working on their fall and winter meeting schedules: Commerce Department's international trade specialists at the various Business Service Field Offices (in 42 U.S. cities, as listed on our inside back cover) can help plan useful discussions on U.S. world trade opportunities and problems.

One major meeting on this subject is already being shaped. It is the annual convention of the National Foreign Trade Council, set for New York Nov. 15-17. Raymond C. Firestone of the Akron tire and rubber company is general chairman and keynote speaker.

Trade imperatives that are seen in today's headlines will occupy the NFTC's attention. The convention theme is focused on "constructive measures to assure that the U.S. economy is related to the growth of the world economy, to reconcile the pressures of protectionism with expanding international trade and investment, to cope with the impact of regional integration and newer forms of nationalism..."

Reno and Las Vegas, Nevada, tucked away from the Pacific by wide mountains and far from any waterway system, have now been named official U.S. Ports of Entry. This action dramatizes the impact of changes in transport modes affecting foreign trade, and such developments as the sealed container. Among the Nevadans who worked hard to get the new status were members of the Nevada Regional Export Expansion Council under the chairmanship of Dean Robert C. Weems of the University of Nevada's College of Business Administration.

Want to know more about a recent State study of export expansion practices, referred to in the July 26 NEWSMEMO column? Many inquiries have already been received about the study, which covers activities in Nebraska. For a free copy of the full report, write for "Survey of Exports of Nebraska Manufactured Products," from Bureau of Business Research, 200 College of Business Administration, University of Nebraska, Lincoln, Nebr. 68508.

International Trade Winds

PLASTICS—B.F. Goodrich Chemical Co., Cleveland, has contracted to establish polyvinyl chloride (PVC) plastics production operations in Venezuela's El Tablazo petrochemicals complex. The operations will include both vinyl chloride (VCM) and PVC polymer facilities using BFG Chemical engineering and production technologies. BFG Chemical, a division of the B.F. Goodrich Co., will own a 25 percent share in a new company to be formed to carry out the project. An agency of the Venezuelan Government and private investors will hold the remainder. The project, requiring approximately $25 million, is scheduled to be in operation by late 1973. Annual VCM capacity will be about 110 million pounds; PVC capacity, approximately 100 million pounds.

STEEL CORD—General Cable Riva & Co., a subsidiary of the General Cable Corp. of New York, will build a steel cord plant in Cagliari, Sardinia. The plant will have a design capacity of 7,000 tons of cord for tires per year. The company already operates a steel products plant in Cagliari.

BUSINESS MACHINES—Savin Business Machines Corp., Valhalla, N.Y., has concluded a mutual licensing agreement with Kalle AG, Wiesbaden, West Germany. According to the agreement, Kalle has obtained semi-exclusive European rights to market certain products employing Savin's new copying process. Kalle will support Savin in further development of the process. In addition, Savin has granted Kalle the right to produce and sell some other Savin office equipment products in the future. At the same time, Kalle has licensed Savin for commercial use of products developed by the German firm in areas of office-copying processes and office equipment.

ELECTRIC MOTORS—Vickers Industrial Division of Sperry Rand Corp. has signed a license agreement with Fujitsu, Ltd., Tokyo. Under terms of the contract, Vickers will manufacture, sell and service Fujitsu's electro-hydraulic pulse motors in the United States, and will market and service worldwide a hydraulic power unit for the pulse motors. The power unit has been developed jointly by Fujitsu and Sperry Rand's Japanese subsidiary, Tokyo Keiki, Ltd., in Tokyo.

PETROLEUM—A consortium of companies called the Ekofisk Co-Venturers is buying $90 million worth of U.S. equipment and services for development of gas and oil in the Ekofisk field in the Norwegian North Sea. Ekofisk Co-Venturers, also known as the Phillips Norway North Sea Group, consists of Phillips (36.96 percent), Petrofina (30), Petronord (20) and AGIP (13.04). The Group will make cash payments on 55 percent of the U.S. purchases and finance the remainder through the U.S. Export-Import Bank.

PULP—Rayonier Quebec Inc., an associate company of International Telephone and Telegraph affiliate Rayonier of New York, has contracted with the Government of Quebec for the construction of a pulp dissolving mill at Port Cartier, a mining port a few miles west of Sept-Iles. Rayonier Quebec will invest $500 million over the 16-year period in which the project will be developed. The Rayonier mill will produce 263,000 tons of pulp a year for the European market for the manufacture of such products as rayon and acetate fibers, plastics, cellophane, films and artificial leather.

U.S. Industrial Leaders Find East Europe Links Promising

Small to medium size U.S. companies may profit from a circumstance already known to their larger colleagues: prospects are getting brighter for joint ventures in Yugoslavia. In Poland, current emphasis in dealings with Western firms is on licensing arrangements.

These are two of the findings of a mission of six U.S. industrialists that visited these Eastern European countries recently.

Members listed

On the mission were Robert C. Baker, chairman, American Security and Trust Co., Washington, D.C., finance and investment; Kenneth H. Dahlberg, board chairman, Dahlberg Electronics, Inc., Minneapolis, manufacturers of electronic microcircuits and hearing aids; R. H. Ferst, chairman, board of directors, Scripto, Inc., Atlanta, manufacturers of pens, pencils, lighters, copying machines, molded rubber and graphite products; Lloyd I. Miller, president, American Controlled Industries Inc., Cincinnati, operators of mass transit facilities, manufacturers of plastics and refrigeration components; James Stewart, board chairman, Frank B. Hall & Co., Inc., New York, insurors; and Peter E. Voss, president, Northeastern Inc., Canton, Ohio, with interests in data processing and systems consulting, and engineering and sales in metal processing.

The mission was directed by Richard P. Whitney, who at the time was Executive Assistant to the Secretary of Commerce. He is now with the Overseas Private Investment Corporation (OPIC).

"The recent liberalization of Yugoslavia's investment laws to permit repatriation of foreign capital presents American industry with important business opportunities," Whitney reported. "Our mission, composed of leaders from a broad spectrum of American industry, was well-qualified to assess investment and trade possibilities."

In Yugoslavia, the mission learned that more than 200 U.S. companies and their off-shore subsidiaries are now marketing their products through local representation. Many others are active through calls of sales personnel operating out of U.S. or European bases.

Currently, regulations preclude the opening of foreign-directed sales offices in Yugoslavia, but purchasing offices and technical supply offices, in support of investment or co-production agreements, are welcomed. A number of West European companies are associated with Yugoslav partners in joint ventures.

American experience in this field is still highly limited; the mission was told that three U.S.-Yugoslav joint ventures were then in existence. One mission member reported what the Yugoslavs are seeking in such ventures:

"To them 'joint venture' usually means that the foreign company will provide any patent protection, hardware, technical know-how, and company management (in the sense that the Yugoslav 'workers council' management would like to be advised and even directed in its production and marketing of its product). In turn, the Yugoslav concern will provide the labor, working capital, and management team. Profits, when made, would be split 50/50, with a Western concern being able to receive its payment in hard currencies at the prevailing commercial rates. A license arrangement is also acceptable, either as an initial purchase, one-time deal, or on a royalty agreement, for the life of the contract with royalty payments made in hard currencies."

A lively field for joint ventures is tourism, it was reported:

"Yugoslavia is ideal for development of tourism. Beauty abounds both at the seacoast and inland. Yugoslavs need capital for boats, swimming pools, supermarkets, department stores and expansion of their already large shipbuilding facilities. Joint ventures in the various areas of tourism are required now, and Yugoslavs want all the risk capital that is available from the outside."

Bridge to markets

Discussion topics ranged from U.S. tax considerations governing joint investments to the concept that each individual Yugoslav republic might offer its own different investment incentives. A major item was the potential for U.S. firms to use Yugoslav links in building sales in Eastern Europe and the Middle East markets. To profit from Yugoslavia's special relationships in Africa, the Middle East and some South American countries, U.S. business can cooperate with Yugoslav construction and engineering companies there.

In the case of Poland, it was noted that licensing agreements are being encouraged. Also, direct sales opportunities are available with a strong interest in highly technical items and in food processing equipment.

Present exports to the U.S. include hand tools, metal instruments, ham, pork and iron and steel plate. In export opportunities to Poland, items of specific interest were electrical equipment, transistor technology and specific optical equipment.

PHOTO ON PAGE 31—Members of Trade Mission to Yugoslavia and Poland were met by U.S. Ambassador to Poland Walter J. Stoessel, Jr., at right. Members, from left, are Whitney, Ferst, Stewart, Dahlberg and Baker.

Eximbank Head Reports Sales Leads From Brazil

Excellent opportunities exist now in an expanding, diversifying Brazil for U.S. business, Eximbank Chairman Henry Kearns has reported after a recent 9,000-mile trip through that country and talks with trade officials and business leaders there.

"While the U.S. has traditionally been a major supplier to Brazil, its current economic 'presence' is spotty, with very large impact in the state of Sao Paulo, significant impact in the state of Guanabara (Rio de Janeiro), but very meager representation in other areas. Frequently we were asked why U.S. suppliers did not present their wares," noted Kearns in a report that was also signed by Talbot S. Lindstrom, Counsel of the Bank. (See also column by Kearns on the inside front cover of this issue.)

Affirmative conclusion

The report concluded that Brazil's "size, resources and self-confidence encourage the belief of continuing stability." Referring to the chronic Brazilian inflation, the Eximbank officials said that of all countries with inflationary rates in the 10-20 per cent magnitude, Brazil has been able to adjust to it "in a manner that is not unduly burdensome to the people or business." The report also emphasized the friendliness to U.S. businessmen, encouragement to foreign investment, and continuing moves away from coffee as the principal foreign exchange earner.

Brazil has long been one of the leading users of Eximbank resources. As of July 1, total outstanding credits were $798 million; guarantees, $276 million; insurance, $72 million. Preliminary commitments of $580 million are outstanding, and there are pending applications of $88 million. "With the exception of short periods of foreign exchange difficulties, it has honored its obligations without fail," the Eximbank officials said of Brazil.

Specific opportunities reported by Kearns and Lindstrom:

Steel mill expansion—An ambitious coordinated program is now under way to expand the three major steel producers, requiring more than one billion dollars in foreign and domestic costs. It is anticipated that a combination of domestic financing, World Bank and Inter-American Development Bank loans, plus financing from government-supported commercial export financing sources (such as Eximbank) will provide the resources. It is clear that this program will proceed without delay. There is an estimated potential sale of American steel making equipment and technology of between $200 and $400 million that will be purchased in the next 18 months.

Eximbank has issued a preliminary commitment for $180 million with encouragement that more will be available if needed and is working cooperatively with the Brazilian authorities to maximize purchases from this country. Suppliers in all parts of the U.S. can benefit substantially from a concerted marketing effort at this time.

Industrial Equipment—As the steel making industry expands and as domestic consumption increases, it is recognized that all elements of industry will also increase in production to meet the demand. More than $1 billion of imported equipment and technology is anticipated each year for the next five years. Principal areas include auto making equipment, approximately $133 million per year; petrochemical, upwards of $300 million per year; non-flat steel production, $100 million per year; shipbuilding equipment, $50 million per year; telecommunications and telephone equipment, from $200 to $300 million per year. U.S. suppliers have a distinct advantage in this market and adequate competitive financing; however, strong marketing efforts will be needed.

Mining—The exploitation and production of minerals is destined to become a major factor. For the past three years, an intensive nation-wide exploration program has been under way. It is anticipated that within the next five years, upward of $250 million will be required in imported equipment and technology for increased production of iron ore, lead, zinc, coal, nickel, copper, bauxite, and exotic minerals. This area offers very significant opportunities for profitable joint ventures and markets for recognized superior U.S. equipment if it is thoroughly exploited.

Petroleum—Exploration, production, processing, and allied products production will require from $200 to $400 million per year. Eximbank will now make its financing available to Petrobras and other purchasers of U.S. equipment, services and technology.

Agriculture—This is the base of the Brazilian economy and is receiving increased attention, with a determination to call upon new technology, equipment and assistance from abroad. Expenditure of $50 to $100 million per year is anticipated. This area is well suited to the advanced technology and equipment available from the United States, and has Brazilian Government priority.

Electricity—Power must be expanded to keep pace with the industrial development. Estimated expenditures in excess of $250 million per year will be needed for the purchase of equipment, of steam plants, barge-mounted electrical generating equipment, hydroelectric plants, switch gear and control mechanisms, nuclear power, and supporting equipment such as helicopters, earth moving equipment, etc. This $250 million of imports will supplement the domestic component in this field. Although a highly competitive market, we were repeatedly told that U.S. equipment is preferred.

Transportation—As the economy expands, vast expenditures will be necessary for the development and improvement of all modes of transport including (as related to import component) : 22 ports, requiring an import value of at least $100 million per year; railways will spend $50 million per year for imported components; airports, $10 to $20 million; a comprehensive air control system, $25 million; aircraft, $15 to $50 million; and the Sao Paulo subway, which will require $100 million of imports for the second stage in 1972-73, $50 million for the third stage in 1973-74, and $50 million for the fourth stage in 1974-75.

Infrastructure—This must follow the increased industrial production including: import expenditures for highway construction in excess of $50 million per year; hospitals and other health equipment, $20 to $50 million per year; education equipment, $10 to $20 million per year. Financing by Eximbank is in the process of arrangement.

Smaller Industry—In addition to the specific potential imports listed above, a vast market is developing through the purchase of equipment, materials, and technology by the small and medium-sized industries. An estimated $50 million minimum can be anticipated in this market. Eximbank is now in the process of establishing a program for this field.

Steps taken by Eximbank to assist U.S. exporters in maximizing participation in this Brazilian economic growth program include:

► Continuing the excellent working relationship with the government finance, industrial, agriculture leaders through the assurance of finance support as expressed in Eximbank's preliminary commitment procedure. Several massive commitments have been made in the steel making and power fields. Encouragement has been given to other areas.

► Negotiations are near conclusion for the authorization of at least 25 Cooperative Finance Facilities with selected private institutions throughout the country to make Eximbank facilities readily available in all private business markets throughout the country.

► Direct lines of credit will be offered to the Ministries of Health, Education, Agriculture, etc., for use in planned, comprehensive expansion of their programs.

► Major industrial groups such as mining, power, transportation, steel making, are encouraged to apply for Eximbank credit in their expansion operations.

► Useful discussions have been held relating to the establishment of a coordinating arrangement to assure foreign exchange availabilities for credits and for alleviation of the withholding tax provision on privately supplied credit.

► Arrangements have also been made to moderate problems resulting from Brazilian-American maritime regulations, and full cooperation has been achieved with the Brazilian Government to disseminate Eximbank information.

Irish Supplement Industrial Project List For Investors

The Government of Ireland has provided a list of projects which it believes should be of interest to U.S. investors. This list supplements the one appearing in the May 31 issue of *Commerce Today.*

Information on these industries and the forms of investment assistance available to U.S. investors may be obtained from the Irish Industrial Development Authority, 410 Park Ave., New York, N.Y. 10022. The list follows:

Automobile parts and accessories, machine parts and machinery, hydraulics, hand and power tools, security devices, air conditioning and environmental control equipment, industrial process control equipment.

Frozen foods, processed meat products, ready meals, potato products, pet foods.

Sports equipment, electrical and mechanical consumer durables, plastic products, glass fibre products and fabrics, non woven textiles and products, bonded fibre fabrics.

Antibiotics (bulk), additives for lubricating and fuel oils, aluminum consumer products, small gasoline engines, civil engineering equipment (tracklaying tractors etc.), statistical machines used with punch cards or tape, industrial sewing machines (except shoe), filtering, purifying and separating machines and parts, integral tractor-shovel loaders, roller bearings complete-taper not thrust, switches, current carrying wiring devices, telephone apparatus and equipment, electronic navigational aids, medical, surgical, ophthalmic and veterinary instruments, video tape recorders.

Building controls, commercial office lighting, traffic controls, commercial/institutional food service equipment, dry cleaning equipment, supermarket equipment, automated inventory control, retail accounting, spray paint equipment, specialty coatings, printing equipment, welding equipment, double glazed products, adhesives for building.

Engineering plastics, instrumentation (laboratory), notions (sewing), drapery hardware, small pleasure boats, luggage, camp trailer (tent type), gas space heaters, small appliances (specialty).

Textbooks, office equipment (other), toys & games (not diecast), high quality leather goods.

Precision machinery and measuring instruments not specified above, cosmetics & pharmaceuticals, other fine chemicals.

U.S. Makes Modest Gains In Manufactures Market

After declining for six consecutive quarters, the U.S. share of world exports of manufactures (excluding shipments to this country) partially recovered during the first three months of 1971. The U.S. standing in the final quarter last year had dropped to an abnormally low level principally because of the protracted General Motors strike. Buoyed by an improvement in the U.S. position in transport equipment, the overall U.S. share in manufactures for the March quarter rose by more than half a point to 21.1 percent. This ratio was, nevertheless, the second smallest since the dockstrike-affected first quarter of 1969.

U.S. exports of manufactured goods climbed by over 5 percent to a record, seasonally-adjusted total of $7.8 billion in January-March 1971. Gains in transport equipment accounted for this vigorous advance which followed a leveling the previous quarter.

Aircraft, auto sales rise

U.S. shipments of transport equipment to foreign markets expanded by almost a third from the October-December 1970 value, while those from most of the other major suppliers declined. As a result, the U.S. share rose by 6 points to 31.8 percent, its highest level since the third quarter of 1969. A significant part of this sharp increase was attributable to the rebound in deliveries delayed by the labor dispute in the auto industry.

Stepped-up sales of commercial aircraft, including 13 jumbo jets, also contributed to the surge in the U.S. share of the transport equipment market. The United Kingdom was the leading outlet for U.S. planes in the first quarter, followed by Japan and Canada.

The U.S. share fell in the four other major groups of manufactures. Competing suppliers, as a group, boosted their shipments in all products except electric machinery, while the value of U.S. exports declined in every category.

"Other manufactures", a diverse group comprising largely semifinished goods and consumer nondurables, sustained the most severe U.S. share loss as exports dropped by 3 percent to $1.9 billion. U.S. sales of aluminum fell sharply, particularly to Japan and the United Kingdom. Significantly lower shipments of iron and steel-mill products to Latin America, the United Kingdom, and the EEC furthered the decline in the U.S. share of "other manufactures" to 12.8 percent. In contrast with the overall trend, exports of copper, paper and paper manufactures, and photographic supplies increased notably.

The decline in the U.S. share of the chemical market to 20.6 percent, the lowest level since the first quarter of 1969, enabled Germany to increase its margin as the leading world supplier of these products. Despite substantial losses in sales of organics, however, U.S. total exports of chemicals were little changed.

Deliveries of electric machinery from this country decreased more rapidly than those from other suppliers during the March quarter. Thus, the U.S. share fell to 22.1 percent, its weakest position in recent years, largely due to reduced sales of telecommunications equipment, particularly television and radio apparatus.

The U.S. share of nonelectric machinery exports fell to the low, 27.2 percent level previously reached in January-March 1969. The loss was, nevertheless, the most moderate among the manufactured groups.

Although U.S. exporters posted a big first quarter gain in sales of internal combustion engines, mostly for autos and aircraft, the rise was more than nullified by losses in computers and parts, construction equipment, and farm machinery.

Japan, Germany gain

Only Japan and Germany, among our five leading competitors, improved their positions in the world market for manufactures, excluding shipments to the United States. In spite of the losses sustained in transport equipment, primarily autos, Germany increased its overall share to 20.2 percent. Exports of chemicals, electric machinery, and "other manufactures" were especially buoyant and the German share rose by at least one point in each of these categories.

Exports from Japan increased by more than 10 percent from the last quarter of 1970, faster than those of any other major supplier. Although chemicals declined fractionally, Japanese sales in the other groups rose, especially in transport equipment and "other manufactures". As a result, Japan's share climbed to 9.6 percent.

Italy maintained its position of October-December 1970, as gains and losses cancelled each other. France and the United Kingdom, on the other hand, lost share. A fall in French exports of transport equipment generated a more than two-point drop in its share of that category. A cutback in sales of nonelectric machinery also contributed to the slump in the French position. The slippage in the overall French share to 8.9 percent was held to half a point by the improved performance in chemicals and electric machinery.

Britain had the biggest share loss among principal traders in the first quarter of 1971 as its position weakened in all types of manufactures. The deterioration was particularly marked in nonelectric machinery.

U.S. Share Of World Exports Of Manufactures

Adjusted for seasonal variation

Commodity	U.S. exports (million dollars)	U.S. share (% of world exports to foreign markets [1])
Manufactures, total		
1967 1st qtr.	5,290	23.4
2nd	5,205	22.6
3rd	5,230	23.5
4th	5,326	23.6
1968 1st	5,535	22.9
2nd	5,928	24.5
3rd	6,462	24.3
4th	6,235	22.8
1969 1st	5,842	21.1
2nd	6,925	23.1
3rd	7,142	23.1
4th	7,224	22.5
1970 1st	7,349	22.2
2nd	7,577	21.6
3rd	7,438	21.3
4th	7,425	20.5
1971 1st [2]	7,825	21.1
Chemicals		
1967 1st qtr.	710	24.0
2nd	702	23.5
3rd	687	23.6
4th	724	24.0
1968 1st	751	23.6
2nd	812	25.1
3rd	920	25.3
4th	812	22.7
1969 1st	662	18.8
2nd	904	23.5
3rd	902	22.4
4th	915	22.3
1970 1st	1,007	23.6
2nd	967	22.0
3rd	930	21.2
4th	942	20.9
1971 1st [2]	937	20.6

Commodity	U.S. exports (million dollars)	U.S. share (% of world exports to foreign markets [1])
Nonelectric machinery		
1967 1st qtr.	1,528	30.9
2nd	1,494	29.7
3rd	1,484	30.3
4th	1,497	30.1
1968 1st	1,487	28.8
2nd	1,565	30.6
3rd	1,699	30.3
4th	1,613	28.1
1969 1st	1,506	27.0
2nd	1,842	29.4
3rd	1,905	29.2
4th	1,963	29.2
1970 1st	2,010	28.8
2nd	2,024	27.5
3rd	2,216	29.2
4th	2,225	27.5
1971 1st [2]	2,221	27.0
Electric machinery		
1967 1st qtr.	532	26.0
2nd	530	25.5
3rd	532	26.2
4th	529	25.9
1968 1st	542	24.8
2nd	571	26.2
3rd	605	25.4
4th	586	24.2
1969 1st	592	23.9
2nd	687	25.2
3rd	724	25.1
4th	698	23.6
1970 1st	721	23.4
2nd	754	22.6
3rd	768	22.6
4th	796	22.5
1971 1st [2]	770	22.1

Commodity	U.S. exports (million dollars)	U.S. share (% of world exports to foreign markets [1])
Transport equipment		
1967 1st qtr.	1,064	30.7
2nd	1,097	30.4
3rd	1,154	31.8
4th	1,224	34.2
1968 1st	1,357	33.6
2nd	1,441	35.0
3rd	1,508	34.7
4th	1,594	33.9
1969 1st	1,616	33.0
2nd	1,665	33.1
3rd	1,659	32.3
4th	1,643	31.3
1970 1st	1,608	30.6
2nd	1,828	31.4
3rd	1,565	28.6
4th	1,545	25.8
1971 1st [2]	2,037	31.8
Other manufactures		
1967 1st qtr.	1,456	15.9
2nd	1,382	14.7
3rd	1,373	15.6
4th	1,352	15.1
1968 1st	1,398	14.6
2nd	1,539	16.1
3rd	1,730	16.4
4th	1,630	14.9
1969 1st	1,466	13.1
2nd	1,827	15.1
3rd	1,952	15.8
4th	2,005	15.4
1970 1st	2,003	14.8
2nd	2,004	14.1
3rd	1,959	13.8
4th	1,917	13.6
1971 1st [2]	1,860	12.8

Note: Data are revised from previous issues of this report. The quarterly figures in 1969 were affected by the U.S. longshoremen's strike beginning Dec. 20, 1968 and ending Feb. 15 at New York and on various dates through Apr. 13, 1969 at other ports. The term "manufactures" refers to chemicals, machinery, transport equipment, and other manufactures except mineral fuel products, processed food, fats, oils, firearms of war and ammunition.

U.S. exports include reexports in order to provide data comparable with other countries' exports.

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[1] World exports are defined as exports from the 14 major industrial countries. These nations, which account for approximately four-fifths of world exports of manufactures to foreign markets, are: United States, Austria, Belgium-Luxembourg, Canada, Denmark, France, Federal Republic of Germany, Italy, Netherlands, Norway, Sweden, Switzerland, United Kingdom, and Japan. Exports to foreign markets are total exports excluding exports to the United States.

[2] Preliminary.

New U.S. Economic Policy Highlights Trade Actions

This article is another in a series of periodic reports outlining actions by domestic, foreign, or international agencies affecting world trade, as compiled by the Legislation and Tariff Analysis Division of the Bureau of International Commerce's Office of International Trade Policy.

THE PRESIDENT

Focusing worldwide attention on international trade matters and on U.S. foreign economic policy, President Nixon's address to the Nation on Aug. 15 (for details see cover story this issue and Aug. 23 issue) highlighted recent trade-related activities.

Stainless Steel Flatware: On Aug. 21, the President signed a Proclamation, effective Oct. 1, establishing a tariff-rate quota on imported flatware. Under the scheme, most-favored-nation rates of duty will be applied to an annual import quota, allocated on a quarterly basis, of 16.2 million dozen pieces. Imports over the quota limit will be dutiable at the higher statutory rates. The quota has been allocated as follows (million dozens): Japan 11.0; Taiwan 2.1; Korea 1.6; Hong Kong 0.5; EEC 0.5; U.K. 0.2; and other 0.3.

Bill Signed: On Aug. 17, the President signed into law S. 581, the Export Expansion Finance Act (P.L. 92-126). For details, see *Commerce Today*, Aug. 23.

Adjustment Assistance Rulings: Exercising his tie-breaking authority, the President, on July 11, accepted the determination of the two Commissioners finding import injury, and authorized approximately 100 pipe organ workers at M. P. Moller, Inc., Hagerstown, Md., to apply to the Secretary of Labor for adjustment assistance certification (see *Commerce Today*, July 26).

CONGRESS

Recent Congressional action on trade and related matters was highlighted by Chairman Mills' announcement that the House Ways and Means Committee would hold hearings on Sept. 8 to examine the Administration's new economic policy, by passage of S. 581, the Export Expansion Finance Act (see above) and by Senate consideration of H.R. 8866, extension of the Sugar Act.

Trade Legislation: Following public hearings and executive sessions, the Senate Finance Committee, on July 20, ordered favorably reported an amended version of H.R. 8866, which the House had passed on June 10. Among other differences, the Senate version would authorize the Secretary of Agriculture to impose annual import quotas on certain sweetened chocolate and sugar candy. When Congress recessed the bill was being considered by a House-Senate Conference Committee.

During July, the Senate passed H.R. 4590, establishing a permanent duty suspension for aluminum hydroxide and oxide, calcined bauxite and bauxite ore, with amendments eliminating existing duties on imported TNT and tin-coated sheets used in making maple-sap evaporators. On Aug. 3, the House re-passed the legislation but amended the Senate version to provide a duty reduction for TNT. The legislation is pending before the Senate.

Through Aug. 31, approximately 290 trade and related bills were introduced in the 92nd Congress. About 85 were import quota bills for specific product groups and eight were general orderly marketing bills, applicable when imports surpass stated levels of domestic consumption. One quota bill not previously reported in this column has been introduced for steel (S. 2365). Other new legislation would amend the U.S. tariff laws by: authorizing under certain circumstances commercial agreements with and most favored-nation status for Romania (H.R. 10076 and H.R. 10430); authorizing under certain circumstances commercial agreements with and most-favored-nation treatment for other Communist countries (H.R. 10077); providing duty-free entry for certain fabricated components exported and returned without advancement in value or improvement in condition (H.R. 10378 and H.R. 10379); and establishing specific provisions in the Tariff Schedules for ball or roller bearing pillow block, flange take-up, cartridge and hanger units (H.R. 10385). Other new trade-related bills would: apply countervailing duties to duty-free merchandise causing injury to domestic industries (H.R. 9752); amend certain provisions of the Tariff Act of 1930 and the Trade Expansion Act of 1962 (H.R. 10192 and H.R. 10424); provide for the expansion of international trade (H.R. 10252, H.R. 10337, H.R. 10341, and H.R. 10419); prohibit the importation of certain coin replicas (H.R. 10345); provide appropriations for the President's Council on International Economic Policy (S.J. 141); establish an improved structure for the formulation of foreign economic policy (S. 2394); and expand East-West trade through increased economic, cultural, and educational exchange (S. 2460).

Congressional Hearings: On July 16, the Subcommittee of Foreign Commerce and Tourism resumed hearings on S. 1798, to promote foreign trade through implementation of international voluntary standardization agreements within the United States (see *Commerce Today*, July 26). Representatives of the National Electrical Manufacturers Association, the Sea-Land Service Inc., the Institute of Electrical and Electronic

Engineers, the National Association of Photographic Manufacturers, the American National Standards Institute, and the International Electrotechnical Commission supported the bill. Witnesses on behalf of the Electronic Industries Association opposed the legislation.

On July 20 and 22, the Subcommittee on Foreign Economic Policy of the House Committee on Foreign Affairs held hearings on the effects of British entry into the European Community on U.S. exports.

Other Committee Action: H.R. 4874, adding unshelled filberts to the list of fruits and vegetables covered by section 8e of the Agricultural Marketing Agreement Act, has been favorably reported by the House Agriculture Committee. Also, the House Merchant Marine and Fisheries Committee has ordered favorably reported H.R. 3304, which contains a provision to prohibit the importation of fish products from any country where fishing operations are detrimental to conserving Atlantic salmon.

In addition, the Senate Armed Services Committee on Aug. 4 ordered favorably reported H.R. 8687, fiscal 1972 authorizations for military procurement, with an amendment to prevent any prohibition against certain imports (including chrome ore) from free-world countries if importation from Communist countries is not prohibited also.

TARIFF COMMISSION

Escape-Clause Investigations: As the result of a petition filed by ASG Industries, Inc. of Kingsport, Tenn., C-E Glass of Pennsauken, New Jersey, the Libbey-Owens-Ford Company of Toledo, Ohio, and PPG Industries, Inc., of Pittsburgh, the Tariff Commission has announced the initiation of the twenty-third escape clause investigation under the Trade Expansion Act. A hearing in this investigation, which will examine the effect of imported flat glass (cast or rolled, sheet, plate, float, and tempered) and products thereof, on the domestic industry, is scheduled to be held on Nov. 9 immediately following a hearing in connection with an investigation of the probable effect of terminating the existing increased tariffs on window glass.

The Commission instituted this investigation on window glass (a type of sheet glass) in response to a petition, filed on behalf of the domestic industry, to extend the existing escape-clause rates of duty. These current rates are to be continued until Jan. 31, 1972, when they will begin to be phased out in stages. On Jan. 31, 1974, the final reduction stage terminates and the escape-clause rates will be replaced by the lower trade-agreement rates (see *International Commerce*, March 16.

In connection with its escape-clause investigation of imported dinnerware (see *Commerce Today*, July 26), the Commission recently announced that the hearing originally set for Sept. 21 has been rescheduled for Nov. 30. In addition, the Commission has enlarged the scope of the investigation of imported dinnerware to include certain additional ceramic dinnerware articles.

As part of the escape-clause investigation of imported television receivers and parts thereof, a hearing originally scheduled for Aug. 24 has been postponed until Oct. 6 (see *Commerce Today*, July 26).

Adjustment Assistance—Firms: The Tariff Commission recently reported 3 negative determinations and 1 affirmative finding regarding 4 investigations initiated between June 1 and July 1. As a result, the following 3 firms are ineligible to apply for adjustment assistance: Pla-Moc, Inc., Lynn, Mass. (women's and misses' casual footwear); Seymour Shoes, Inc., Haverhill, Mass. (women's dress shoes); and Johnson, Stephens and Shinkle Shoe Co., St. Louis (women's dress shoes). The one company found eligible, Utica Cutlery, Utica, N. Y., must now petition the Secretary of Commerce for adjustment assistance certification.

Since mid-July, the Commission has opened three new investigations on behalf of firms alleging injury due to increased imports. After examining the effect of imports, the Commission will determine whether the following firms are eligible to apply for adjustment assistance: (1) Bangor Shoe Mfg. Co., Inc., Bangor, Maine (women's and men's leather footwear); (2) French Shriner and Urner Mfg. Co., Boston (men's leather welt shoes); and (3) Whittier Mills Co., Atlanta (cotton osnaburgs and sheetings). In connection with the investigation of cotton osnaburgs and sheetings, a public hearing, requested by the petitioner, will be held on Sept. 27.

Adjustment Assistance—Workers: In its reports of five investigations on behalf of worker groups, the Tariff Commission found in each case that the criteria for establishing eligibility for adjustment assistance were not met. Those involved in three of the negative determinations were some 740 shoe workers at the following plants: Stacy-Adams Co., Brockton, Mass. (men's dress shoes); Copley Shoe Co., Inc., Wakefield, Mass. (women's dress shoes); and Pappagallo, Inc., New York (women's dress shoes). The other negative determinations involved some 1,000 workers producing phonographs, radio-phonographs, and radio-phonographs-tape player-combinations at Warwick Electronics, Inc., Zion, Ill., and 450 workers at Detroit Steel Corp. (see below).

In addition, the Commission has initiated new investigations into the effect of imports on four petitioning groups of workers to determine eligibility to apply for adjustment assistance. These cases involve workers at the following plants: (1) Portsmouth Div. of Detroit Steel Corp., Portsmouth, Ohio (carbon steel wire rod and wire, and building mesh, pipe mesh, and road mesh made of such wire); (2) French Shriner and Urner Mfg. Co., Boston (men's leather welt shoes); (3) H. K. Porter Co., Inc., Electrical Division, Ambridge, Pa. (pipes and tubes and fittings therefor and electrical apparatus); and (4) Whittier Mills Co., Atlanta, (cotton osnaburgs and sheetings).

Dumping Cases: The Tariff Commission, completing investigations on two cases of alleged dumping previously referred to the Commission by Treasury (see *Commerce Today*, July 26), has found that imports of tempered glass from Japan are injuring the domestic industries. Although the vote of the Commission was equally divided in each case (Leonard and Young in the negative; Commissioners Sutton and Moore in the affirmative), evenly-divided votes are affirmative findings according to provision of the Antidumping Act. Imports of these items, sold in the United States at prices below those in the exporters' home market, will become subject to special dumping duties. These are the fourth and fifth such actions involving imported sheet glass this year.

In addition, the Tariff Commission initiated joint investigations to determine injury in connection with several cases recently referred by Treasury: heavy sheet glass from France, and West Germany, and heavy sheet glass and window glass from Italy. A public hearing is scheduled for Sept. 22.

Section 22 Investigation—Cheeses: On July 28 the Tariff Commission released its report of an investigation, under the Agricultural Adjustment Act, concerning imports of certain Swiss or Emmenthaler cheese, Gruyere-process cheese, and cheese classified as "other," all having a purchase price of 47 cents or more per pound. Imports of cheeses having a purchase price below 47 cents a pound (mainly cheeses for processing) are currently under quota restrictions.

The Commission found that these cheeses are being imported in such quantities as to interfere with the price support program for domestic dairy products. Accordingly the Commission recommended that the President enlarge the existing quotas on like cheeses valued at less than 47 cents a pound to include the higher priced cheese, with a difference of opinion among the membership on the product scope of the enlarged "other" cheese quota. The Commission was evenly divided on suggested quota levels for the three categories of cheese, while all agreed that the "representative" period for the purpose of setting quotas should be calendar years 1963 through 1965 and that the purchase price concept should be eliminated from the import control program (see *Commerce Today*, April 5).

Section 337 (Unfair Import Competition) Cases: On Aug. 2, the Tariff Commission reversed, by a vote of two-to-one, its earlier recommendation that the President issue an order to exclude certain Italian crawler tractor parts (see *Commerce Today*, July 26).

Commissioners Sutton and Leonard reaffirmed their respective determinations against and for exclusion. Commissioner Moore, who abstained in the earlier decision, voted with Commissioner Sutton.

This action resulted from reconsideration of the case at a rehearing requested by the Italian manufacturer and importer-distributors of the tractor parts.

On July 13, the Commission instituted a preliminary inquiry into a complaint by Controls Company of America (CCA) that General Electric is engaging in unfair trade practices in the importation of pressure switches which are allegedly within the claim of a patent owned by CCA. If its investigation sustains CCA's claim, the Commission could recommend to the President that these pressure switches be temporarily excluded from entry into the United States.

In addition, the Commission held a public hearing in connection with its full investigation involving alleged patent infringement by importers of certain panty hose and resumed its hearing on lightweight luggage, sphygmomanometers, and meprobamate, all of which allegedly infringe U.S. patents.

Summaries of Trade and Tariff Information: During August, the Tariff Commission released another volume in its series of Summaries of Trade and Tariff Information: nonbenzenoid drugs and related products, nonbenzenoid synthetic plastics materials, and rubber (the eleventh of twelve to be published on chemicals and related products).

The summaries include descriptions of imported products, methods of production, world supplies and importance in trade and the U.S. economy. They also include analyses of consumption, production, competition and economic health of the industries producing the subject articles. The volumes are available in the 42 field offices of the Department of Commerce, and at selected public and university libraries in large cities.

OTHER AGENCIES

Treasury-Dumping Cases: Of the recent actions taken by Treasury under the Antidumping Act, four involved issuances of dumping findings: pig iron from Canada, West Germany, and Finland and all types of clear sheet glass from Taiwan. The finding of dumping is an administrative requirement preceding the application of antidumping duties and following findings of less-than-fair-value sales and injury to a U.S. industry.

Four more actions were final determinations of sales at less than fair value: heavy sheet glass from Italy, France, and West Germany, and window glass from Italy.

One was a final determination of no sales at less-than-fair value (window glass from West Germany) and one was a final notice to discontinue the investigation (window glass from France).

The final negative determination regarding window sheet glass from West Germany was based on information that the price to purchasers in the United States was not less than the price to buyers in the exporters' home market. The final notice to discontinue the investigation of window sheet glass from France was based on minimal price margins and formal assurances from the foreign manufacturer that no further sales will be made at prices below those in the exporters' home market.

Treasury also announced the tentative discontinuance of investigation for pentoerythritol from Italy. The tentative discontinuance of the investigation was based on formal assurances from the foreign manufacturer that no further sales will be made in the U.S.

Eleven actions were the initiation of new investigations: bicycle speedometers from Japan, cast iron soil pipe fittings from Poland, perchlorethylene from France, perchlorethylene from Italy, perchlorethylene from Japan, kanekalon wigs from Hong Kong, hat bodies of fur from Czechoslovakia, antioxidant chemical (BHT) from Japan, gummed wrapping paper from Canada, papermaking machinery from Finland, and papermaking machinery from Sweden.

Treasury-Antidumping Regulations: Treasury has announced a change in the antidumping regulations to permit determinations of sales at less than fair value on the basis of home market prices without regard to market percentages. Elimination of the so-called "25 percent requirement," will allow Treasury to determine fair value on the basis of prices in the exporters' home market in cases in which Treasury presently must use the price of merchandise sold by the manufacturer to third countries.

Court of Customs and Patent Appeals—Countervailing Duties (Litharge): The CCPA has denied a motion for rehearing filed by Hammond Lead Products, Inc., following the Court's Apr. 22 decision overturning a Customs Court decision which would have required that countervailing duties be assessed on U.S. imports of Litharge from Mexico to offset an indirect subsidy granted by the Mexican Government despite a ruling by the Secretary of the Treasury to the contrary. (see *Commerce Today*, June 14).

Labor-Adjustment Assistance: Sheet glass workers at PPG Industries, Inc., Clarksburg, West Va., piano workers at Conover-Cable Piano Co., Oregon, Ill., and pipe organ workers at Moller Pipe Organ Co., Hagerstown, Md. (see above), have been certified by the Department of Labor as eligible to apply for adjustment assistance. Applications by the two worker groups followed a Tariff Commission finding of injury to the domestic industry and Presidential authorization to apply (*International Commerce*, Jan. 12 and Mar. 16, 1970).

Agriculture—Fruit and Vegetable Imports and Exports: Pursuant to provisions of Section 8e of the Agricultural Marketing Agreement Act of 1937, Agriculture has amended a previously published regulation, governing imports of yellow or white onions (see *Commerce Today*, July 26). The amendment provides for minimum grade, size, quality and maturity requirements for such onions effective Aug. 14, 1971 through May 15, 1972.

In addition, Agriculture is considering grade and size requirements for imported canned ripe olives. As provided for in Section 8e, imports of Spanish-style green olives are not affected. Interested persons may submit comments by Sept. 27 to the Hearing Clerk, Room 112-A, U.S. Department of Agriculture, Washington, D.C. 20250.

Agriculture—Poultry Imports: Agriculture has amended the regulations governing the inspection of poultry and poultry products under the Poultry Products Inspection Act to specify that Canada, France, and Hong Kong are eligible to export slaughtered poultry and products thereof to the United States.

Transportation—Hazardous Materials Regulations: The Department of Transportation has extended to Nov. 1 the period for comments on its proposed amendment of certain requirements regulating importation of compressed gas cylinders manufactured outside the United States (see *Commerce Today*, July 26).

FDA-Proposed Ban on Furazolidone: The Food and Drug Administration has promulgated a proposal to prohibit the use of furazolidone in animal feed on the grounds that the FDA has reason to believe furazolidone is leaving residues in animals used as food.

A recommendation by the Tariff Commission for issuance of a permanent exclusion order on imports of furazolidone, under authority of section 337 of the Tariff Act of 1930, is presently pending Presidential action.

INTERNATIONAL

Foreign Dumping Actions: The Canadian Antidumping Tribunal has determined that dumped imports of standard gypsum wallboard and firerated wallboard from the United States have not caused material injury to Canadian producers. Any provisional antidumping duty collected will be refunded.

The Canadian Department of National Revenue has also issued a dumping finding for industrial solid rubber tires of U.S. origin. The matter has been referred to the Antidumping Tribunal to determine whether there is evidence of material injury to the domestic industry.

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ST. LOUIS WINNER—*Robert L. Pritchard, right, Bureau of International Commerce, presents "E" Award to Walter G. Moehlenpah of Hydro-Air Engineering. Others from left: Peter Fanchi, World Trade Week chairman; R. A. Murry, St. Louis Chamber of Commerce; Eugene Krueger, Propeller Club.*

FOR EXPORT EXCELLENCE—*Officials of Lima Division, Baldwin-Lima-Hamilton Corp. accept "E" Award. From left: E. A. Snyder, manager, export sales; Dr. Harry B. Osborn Jr., Cleveland REEC; Frank E. Cheney, president, Lima Division; Charles B. Stebbins, Cleveland Field Office director.*

E
STAR
AWARD

TOURISM AND TRADE—*Peter Fithian, right, chairman of board of Hawaiian Visitors Bureau, accepts "E" Star from H. Tucker Gratz, director, Commerce's Honolulu Field Office.*

From Connecticut To Hawaii, Nine New 'E' Flags Are Flying

A Hawaiian tourism promoter, a New York textile manufacturer and a Columbus, Ohio, producer of the "Oasis" line of water coolers are recent recipients of the highest Presidential citation for achievements in international trade—the "E" Star, a repeat "E" award.

New "E" award flags are flying over six manufacturers from Bridgeport, Conn., to the Ohio Valley, to Oklahoma City.

The Hawaiian Visitors Bureau, a Star winner, is a private nonprofit corporation under contract to carry out the state government's tourism promotion. It was also cited for promotion of exports and increases in tourists from outside the United States.

For doubling its foreign sales during the past three years M. Lowenstein and Sons, Inc., of New York, manufacturers of textiles, received the "E" Star.

Ebco Manufacturing Co. of Columbus, Ohio, achieved a 50 percent increase in export sales of its

STAR FOR NEW YORK FIRM—*Officials of M. Lowenstein and Sons receive an "E" Star. From left: Robert Bendheim, president; Deputy Asst. Secy. of Commerce Stanley Nehmer, who made the presentation; Walter Sharoff, vice president-international; and Edward Goldberger, vice chairman and treasurer.*

The Secretary of Commerce
Fife Corporation

OKLAHOMA EXPORTER'S 'E'—*U. S. Sen. Henry L. Bellmon, left, of Oklahoma presents "E" Award to Douglas Fife, president of Fife Corp.*

EBCO WINS CITATION—*U. S. Rep. Samuel Devine, right, and Louis Benua, president of Ebco Manufacturing Co. of Columbus, Ohio, raise the "E" Star flag in ceremonies at the plant. Ebco has 127 representatives in 57 countries.*

MOORE'S 'E' PENNANT— *Richard C. Kilbourn, left, director, Hartford, Conn., Field Office, and Richard F. Moore, president, Moore Special Tool, unfurl "E" flag. Others from left are Leslie A. Johnson, National Machine Tool Builders Assn; Joseph E. Rizzo, export manager; Fred Wittner, president, Fred Wittner Co.; Ray Holm, president, Moore's Quarter Century Club; Sal Cholko, president, Moore Employees Assn; Wayne R. Moore, firm vice president.*

"Oasis" water coolers during the past few years through publication of sales literature and technical information in four languages and conversion of specifications to metric measurement.

Exports increased

Increasing its exports to 31 percent of total sales won Lima Division of Baldwin-Lima-Hamilton Corp. an "E" flag. The Lima, Ohio, manufacturer produces crushing equipment and other heavy machinery.

A recent Gates Radio Co. contract for $615,000 to supply Malaysia with five 100 kw short wave broadcast transmitters and a $721,000 contract to provide Iran with complete equipment for 13 new radio stations illustrates the aggressiveness which captured an "E" flag for the Quincy, Ill., company.

Other "E" award winners were International Division of Ledex Inc., Dayton, Ohio, manufacturer of positioning, switching and microelectronic components and subsystems; Fife Corp., of Oklahoma City, Okla., manufacturer of automatic industrial controls equipment; Hydro-Air Engineering Co. of St. Louis; and Moore Special Tool Co. Inc., of Bridgeport, Conn., manufacturer of precision tools and metrology instruments.

GATES RADIO CO.—*Charles E. Gore, St. Louis Field Office director, addresses employees and officials of Gates Radio Co. at presentation of "E" Award.*

FLAG FOR LEDEX—*Former Asst. Secy. Robert McLellan, at left, presents "E" flag to Gerald Leland, president, Ledex Inc.; Charles Berthy, vice president and general manager of International Division of Ledex. Seated at left is John Hangen, president of the Dayton Chamber of Commerce.*

U.S. Firms Can Exhibit Products In Mexico, Italy, Israel Shows

The Mexican market for industrial process and analytical instruments is expected to total about $40 million by the end of this year. Imports are expected to account for $35 million of this total, with the U.S. share reaching about $24 million. To help improve on the already-strong U.S. market position, the U.S. Trade Center in Mexico City will hold an Industrial Process and Analytical Instrumentation Exhibition for Feb. 7-11.

Considerable competition

Competition from European analytical instruments manufacturers is considerable. U.S. manufacturers, however, enjoy the advantages of quicker delivery time and a reputation for offering excellent service on their instruments. The availability of quick, competent service is a major concern of Mexican buyers.

The Mexican Government's concern about bringing all national products up to export quality and being able to offer products at internationally competitive prices is a major factor supporting the growing market for industrial process and analytical instruments. This same concern assures instrument makers that their Mexican market will continue to expand.

Call Jim Blow, 202-967-4565, or write the Commercial Exhibitions Program, BIC-950, U.S. Department of Commerce, Washington, D.C. 20230.

Data communications equipment: Italy. This equipment offers one of the best opportunities for U.S. firms to increase sales in the Italian market, with sales growing by about 20 percent a year, and U.S. firms the dominant suppliers. A total market of $160 million by the end of 1972 is expected for this equipment.

U.S. manufacturers of these items will have an excellent chance to sell their products at the Milan Trade Center from Feb. 15-19.

While the installation of large computers and systems continues to grow rapidly in Italy, industry experts believe that the demand for data communications equipment, which was often sluggish during the 1960s, will expand sharply during the next two to four years.

The trend in Italy, as elsewhere, is toward large computer centers with many terminal connections. In addition, horizontal and vertical integration of all types of information, using the latest data communications equipment, has become a pronounced development in Italian business and Government.

In addition to recent market research, which has identified a significant and growing market in Italy for U.S. data communications equipment, the Milan Trade Center staff has developed comprehensive contacts with Government and industry decision-makers who are the real target audiences for its shows.

Call Herb H. Lindstrom at 202-967-3944, or write the Commercial Exhibitions Program, BIC-944, U.S. Department of Commerce, Washington, D.C. 20230.

Electronics production, test equipment: Israel. In a drive to produce electronics equipment for domestic needs and also for export, Israel is moving to update, expand and automate its present production facilities.

Capital investment in electronics will reach over $70 million per year by 1975 compared with a $3 million yearly average for 1961-66.

To take advantage of this growing market the U.S. Department of Commerce is sponsoring a Solo Exhibition in Tel Aviv, March 6-10.

It is expected that imports will continue to fulfill the majority of Israel's needs for the electronics industry. Imports of electronics are expected to reach $429 million by 1975. In recent years, excluding military, the U.S. has maintained a stable market share of 26-30%.

Israel probably will continue to be a major market for U.S. production and test equipment for electronics. The Israeli electronics industry will be investing 15% or more per year of output value in production and test equipment. Export incentives established for the 1969-70 period have been increased, and are expected to continue through the seventies. Refunds are given on raw materials, intermediate components, spare parts, and related items.

Call Robert B. Wallace at 202-967-4508, or write the Commercial Exhibitions Program, BIC-934, U.S. Department of Commerce, Washington, D.C. 20230.

Peru, Singapore Schedule Mining, Food, Optical Shows

U.S. firms are welcome to exhibit their products at three upcoming trade fairs in two nations, Peru and Singapore.

Lima's Pacific International Trade Fair (Feria del Pacifico) will mount two vertical international trade fairs from April 17-23 1972—Tecnomin 72 will cover equipment and products for the mining industry, while Tecnopan 72 will concentrate on the fishing and the food industries.

Write: Guillermo Ferreyros, assistant promotion manager, Feria del Pacifico, Lima, Peru.

Singapore's Optical Trade Assn. (SOTA) will sponsor an international optical exhibit during April/May 1972. Sponsors hope to attract optical suppliers from all over the world.

Write: The Secretary, SOTA, c/o Jebsen & Jessen, 10th floor, Supreme House, Penang Road, Singapore 9.

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DISTINGUISHED GUEST—*For the first time, a between-show promotion at the Tokyo Trade Center was opened by the U.S. Ambassador. From left: Mr. Nomura, head of Toyo Trading Co.; Ambassador Armin H. Meyer; R. T. McKerman, Canberra Industries of Meriden, Conn.; and Mr. Yabuta of Toyo Trading.*

Pollution Fight Is Big Business At PROAQUA 71

The drive for clean air and clean water is big business worldwide . . . witness the $9.5 million in immediate and prospective sales by firms participating in the U.S. Exhibition at PROAQUA-PROVITA 71, the international anti-pollution fair in Basel.

Exhibitors made $753,000 in off-the-floor sales, and estimate sales over the next twelve months at $8.75 million more.

Twenty-three of the 50 U.S. participants were seeking a total of one hundred agents. By the time the show closed, 24 representatives had been signed and negotiations had been opened with 210 more.

A total of 1,457 registered visitors passed through the U.S. exhibit during the June 8-12 event.

Pre-show marketing activity by the Commerce Department's Office of International Trade Promotion furnished U.S. participants with 2,346 sales leads and 664 prospective agents.

PROAQUA-PROVITA—*Some of 1,457 prospective buyers registering at U.S. exhibit.*

Between-Shows Exhibit Scores At Tokyo Center

The Japanese agent of 36 U.S. firms recently used the facilities of the U.S. Trade Center in Tokyo to show their electronics products to prospective Japanese customers. A total of 2,300 trade visitors registered at the June 28-July 3 show staged by Toyo Trading Co., which set up individual exhibits on both floors of the Center.

Toyo reported $169,000 in off-the-floor sales and projected $3.1 million in sales over the next 12 months as a result of the promotion. This was the second annual large scale exhibition held by Toyo. Products displayed ranged from a highly sophisticated pulse height analyzer system and dynamic analysis equipment to neucleonic medical, pollution control and precision electronic measuring equipment.

U.S. firms and their agents are encouraged to use the facilities of the U.S. Trade Centers between regularly-scheduled shows.

Toyo's president has already requested permission to use the Trade Center again next year.

Worldwide Business Outlook

British Act To Lift Growth After Slump In First Half

Economic activity in the United Kingdom slowed significantly in the first half of 1971 with real gross domestic product declining by 3.0 percent in the first quarter after growing by 1.7 percent in 1970. There was some pickup in industrial production in the second quarter but the general picture remains one of a sluggish economy. Unemployment has risen sharply with total registered unemployed reaching 786,000 in July, 3.4 percent of the work force, up 216,000 from July 1970.

Inflation continues

Despite the sluggish state of the economy, the U.S. Embassy in London goes on, inflation continues to accelerate as businessmen seek to recoup profit margins narrowed by high wage settlements. Retail prices in June were 10.3 percent above a year earlier while wholesale and material prices were up 9.0 percent and 7.0 percent, respectively. The latest figures on hourly wage rates and earnings show only a slight decline from the rapid increases in 1970 and early 1971, and in May were about 13 percent higher than a year earlier. There are signs that wage settlements are diminishing, although it will be some time before this is reflected in the wage rate and earnings figures.

Through much of 1970, consumption provided the major stimulus to the economy as high earnings figures pushed up money income faster than prices. In 1971, the process has begun to reverse itself with higher unemployment cutting into the rise in incomes and more rapid price rises eating away the real value of money income increases. Real disposable income thus declined by nearly 1 percent in the first quarter after rising by 3.5 percent in 1970. Combined with a savings ratio of 9.5 percent, this resulted in a decline in real consumption expenditures of 1.6 percent. Preliminary figures for the second quarter indicate some recoupment of this decline in consumption but levels remain below the second half of 1970.

In the area of investment, trends continue to be depressed. With profit margins continuing at low levels and plants operating well below capacity, real fixed capital expenditure declined 10.2 percent in first quarter 1971, led by a 7.6 percent drop in manufacturing investment. Plant and equipment expenditure registered an 8.5 percent drop overall, and 8.0 percent in the manufacturing sector. The latest investment intentions survey points to a 6-8 percent decline in manufacturing investment in 1971, with a further decline in 1972.

The balance of payments remains strong despite the impact of inflation on U.K. competitiveness and export profit margins. It is estimated that for the first half of 1971 the current account surplus was about $700 million, comparable to record levels achieved in 1970. The surplus is virtually all due to a strong invisible account, including substantial net earnings on overseas investment. The trade account has also contributed by continuing the approximate balance achieved in 1970. In the first half of 1971, the trade account was in surplus by $14 million.

On a balance of payments basis, exports and imports in the first half of 1971 were each $10.2 billion, both up about 6 percent from second half 1970 levels. However, two-thirds of the export increase represented higher prices while only one-third of the import increase reflected higher prices. Exports to the sterling area increased by 11.3 percent in the first half of 1971, while to North America they were up 8.7 percent and to Western Europe by 2.8 percent. Manufactured goods exports registered an 8.0 percent gain as machinery sales climbed 7.9 percent and road vehicles 12.7 percent. The increase in imports reflects a 22.6 percent rise in fuel imports, reflecting the higher oil prices, and 9.3 percent increase in finished manufactures. Imports from the sterling area rose 4.5 percent while from Western Europe and North America they were up 6.1 percent and 3.0 percent, respectively.

In addition to a strong current account, there have been large inflows of capital in 1971. In the first quarter, these inflows were $1.3 billion leading to a total currency inflow of $2.3 billion. The continued strength of the pound can also be seen from the fact that during the May currency crisis sterling was generally unaffected and the exchange rate has continued above par. With both a strong current and capital account, the United Kingdom has been able to repay most of its short and medium-term official indebtedness. By mid-summer, only about $1 billion in debt to the IMF remained and Britain's net reserve position was substantially in surplus.

Government policy

Government policy until recently has been constrained from providing a major stimulus because of fears of adding demand pressures to the existing inflationary situation. The Budget announced on Mar. 30 provided $1.3 billion in tax cuts via a halving of the Selective Employment Tax (SET), a cut in personal taxes, and a further reduction in corporate taxes (to 40 percent). In addition, pensions were raised with finance to be provided by higher insurance contributions. Bank rate was also cut to 6 percent. However, the measures were designed to act slowly with the major impact on the economy not occurring until the first half of 1972. The Chancellor indicated that the measures were intended to raise the growth rate of GDP, for the year to mid-1972, to 3 percent, or roughly the rate of growth of production.

New tax system

The stimulus was designed to prevent rises in unemployment by mid-1972 but the main focus of the Budget was the long-term revamping of Britain's tax structure. The Budget provided for elimination of the SET and purchase taxes by April 1973 and their replacement by a value added tax (VAT), elimination of the discrimination against distributed profits, a reduction in the high rates of personal tax and easing of tax complexity by replacing the system of income and surtax with a single graduated personal tax. In addition, a new program for monetary control has been instituted which eliminates the ceilings on bank loans and substitutes for it a system of reserve requirements and special deposits.

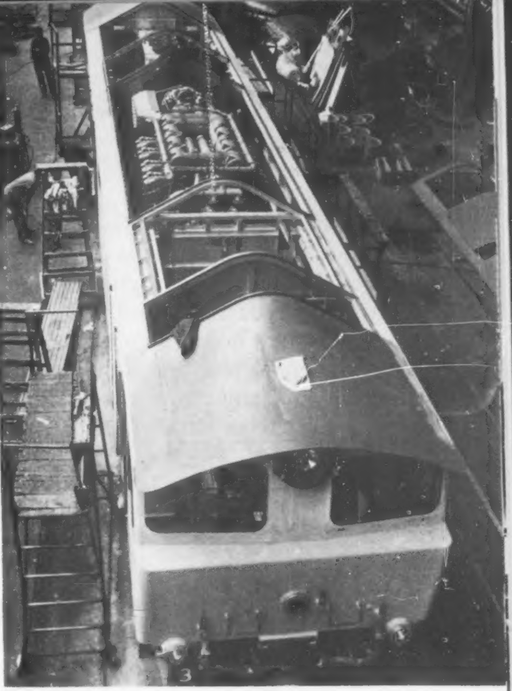
As the slump in economic activity deepened, the Government came under increasing pressure to provide a further reflationary stimulus. To provide greater leeway for the Government to act, the Confederation of British Industries (CBI) on July 16 called on its 200 largest members to sign an undertaking that they would limit the average level of price rises to 5 percent for the 12 months from August 1971. The CBI initiative was conditional on the government's increasing the growth rate to 4 percent for the year to mid-1972.

On July 19, 1971, the Chancellor, in response to the CBI initiative and in an effort to prevent a further deterioration in the economy, announced, effective immediately, an 18.2 percent reduction in purchase tax, elimination of all controls on installment and hire purchase credit and an increase in first-year tax depreciation allowances to 80 percent for investment expenditures made before August 1973. These actions are expected to raise the rate of growth of GDP to 4-4.5 percent for the year to mid-1972, albeit from a level one percent lower than anticipated at the Budget. The tax cuts and increased depreciation allowances would reduce government revenue by $360 million in the current financial year and bring the total tax cuts in 1971/72 to $2.6 billion when the Budget measures and the October 1970 cuts are included.

The tax cuts and credit control elimination are expected to provide a substantial initial stimulus to consumption. There is some fear, however, that when added to the Budget measures, they will give a further twist to inflation. This will depend in great part on the future course of wage demands, and it remains to be seen how the unions will respond to the government's and CBI's actions.

Slump hit U.S. sales

In the first five months of 1971, U.S. exports to the United Kingdom increased only 2.4 percent over the comparable 1970 period as the slump in the U.K. economy led to declines in shipments of machinery. Grains, tobacco and transport equipment, however, showed large percentage gains. U.S. exports totalled $1.2 billion and represented 12.4 percent of total British imports. British exports to the United States totalled $981.6 million, up 9.4 percent from the January-May 1970 period and represented 11.3 percent of total United Kingdom exports. Since 1969, the United States has been getting a smaller share of both United Kingdom exports and imports.



BIG BRITISH EXPORT—*This English Electric-AEI Traction Ltd. locomotive is one of several being supplied, along with other equipment, by GKN Contractors Ltd. to the CFL railway in Congo (K).*

For the immediate future, prospects for U.S. businessmen will depend on the government's success in reflating the economy. The elimination of hire purchase controls and the cuts in the purchase tax should boost sales of consumer goods. If the economy responds as anticipated, demand for machinery should improve during 1972 as under-utilization of existing capacity is eliminated. The increased investment allowances should provide a further incentive to increase investment as soon as the capacity situation permits.

Inflation in the United Kingdom will continue, however, to play a major role in prospects for the economy. Unless the CBI initiative on prices is matched by a reduction in wage pressures, the success of the move will be limited.

In the longer-term, the government's revamping of taxes and the prospects of entry into the Common Market will be major factors for American business. The cuts in corporate taxes and elimination of the discrimination against distributed profits should increase the attractiveness of investing in the United Kingdom. Any improvement in labor-management affairs as a result of the government's Industrial Relations Bill should also be beneficial.

British entry into the Common Market would present a long-term challenge and opportunity for American businessmen. With the negotiations now concluded and the Government recommending acceptance, Parliament is scheduled to vote in October on whether Britain should enter. Should the decision be affirmative, then tariff barriers between Britain and the Six will start coming down in 1973 with tariff-free trade being achieved by 1978. American businessmen are, therefore, likely to be faced with increased competition in the British market. On the other hand, however, should Britain, as a result of entry, grow faster than in the past, there will be further stimulus to imports. U.S. firms located in Britain will also have a much larger tariff-free market to sell in, although they will also be faced with greater European competition in the United Kingdom.

Expansionary Economic Policies Help Portuguese Gain At Favorable Rate

The Portuguese economy is continuing to recover from the 1968 slowdown, reports the U.S. Embassy in Lisbon. GNP increased by 7.7 percent in 1970 (constant prices), a marked improvement over the 1969 performance, and is continuing to grow at a favorable rate, probably close to the 7 percent projected in the Third Development Plan (1968-73).

Farm problems

Agriculture continues weak, hampered by undercapitalization, an antiquated marketing system, and the increased cost of labor. In value, 1970 agricultural production may have increased by 1 to 1.5 percent. While this is an improvement over 1969, substantial and sustained growth will depend largely on policy decisions in sensitive areas such as land utilization.

Industry (including construction) and services expanded rapidly during 1970; industrial output rose by an estimated 5.2 percent. Indications are that this growth is continuing.

Growth was greatest in the more modern industries (chemicals, petroleum refining, non-metallic mineral products, iron and steel, and pulp), while output in traditional industries such as mining and foodstuffs declined. The important textile industry showed a slight improvement over 1969.

The favorable rate of growth of the Portuguese economy can be attributed in large part to the more expansionary economic policies adopted by the Government of Prime Minister Caetano. Beginning in 1969, Central Government budget expenditures have risen at an average annual rate of 12.3 percent. While much of the increase has been absorbed by higher wages for Government employees (a 20 percent increase in 1970), a considerable amount also has been channeled into investment. The budget traditionally is presented as "balanced"; however, receipts rarely equal expenditures and the deficit is covered by borrowing, usually in the form of bonds to finance investment projects.

Expansionary fiscal policies have been complemented by other factors. Net tourism expenditures in Portugal during 1970 reached approximately $124 million and are expected to be even higher during 1971. Net remittances from Portuguese residing abroad amounted to $325 million during 1970. Remittances have been growing steadily over recent years and should continue strong in 1971.

In spite of actual Government investment, and schemes to promote private efforts, total investment remains at a rather low 18.9 percent of GNP. However, this figure could well increase over the next few years as projected private and public projects are carried out. Major projects include petrochemical plants, petroleum refineries, superhighways, an international airport, a large shipyard complex in the south, and the expansion of port facilities in the Oporto area.

According to the official consumer price index, retail prices in Lisbon increased by an average 6.4 percent during 1970 and have continued to go up by approximately the same rate during 1971. While recognizing the role played by excessive demand, most observers agree that the underlying causes are on the supply side. The result is the incapacity of domestic production to respond rapidly and efficiently to a growing market and changing consumer tastes.

Recognizing the dangers of continuing inflation, a number of steps have been taken in an effort to increase bank lending capacity and at the same time dampen consumer demand.

While it is too early to determine accurately the effects of the government's policies, initial data indicate a slight lessening in the rate of inflation.

Wages continue to increase at a rate in excess of prices. Emigration, manpower requirements of the armed forces, and the rising cost of living are all contributing factors in demands for higher wages. Wage pressures are expected to continue at a high level, particularly as regards more skilled workers.

High import rate

Metropolitan Portugal's merchandise imports increased by 22 percent in 1970 and preliminary figures through March 1971 indicate that the high level of imports is being maintained. A breakdown of 1970 imports shows large gains in nearly all major categories, including machinery and equipment, raw materials, and foodstuffs.

Portuguese exports also rose in 1970, by about 11 percent over 1969, and for the first three months of 1971 exports increased by nearly 9 percent over the comparable period for last year.

In spite of a trade deficit (with foreign countries) of approximately $499 million and a net capital outflow, tourism earnings, remittances from abroad, and other receipts from current invisibles resulted in a balance of payments surplus for Metropolitan Portugal.

Although public attention has been focused on the British efforts, Portugal and a number of the other EFTA countries have also been engaged in talks with the Common Market countries. The talks are still exploratory in nature and Portuguese spokesmen have stated their basic objective is to maintain the trade advantages obtained under EFTA, including a degree of protection for Portuguese industry.

Whatever the pattern of association, the result will be greater competition for U.S. exports selling here, coupled—perhaps—with investment opportunities in industries capable of serving the Common Market.

Official Portuguese Government policy continues to favor foreign investment. As previewed in the 1971 Law of Means (Enabling Act), the Government has submitted to the Corporate Chamber for review and comment a law designed to promote investment and modernization in the industrial sector. Both foreign and domestic investors will benefit from the Law, which proposes: 1) a significant relaxation in the industrial licensing requirement; 2) a broad range of incentives, including exemption from income taxes and import duties, improved credit facilities, and accelerated depreciation of plant and equipment; and 3) Government financial support, both indirect and through direct participation in some ventures.

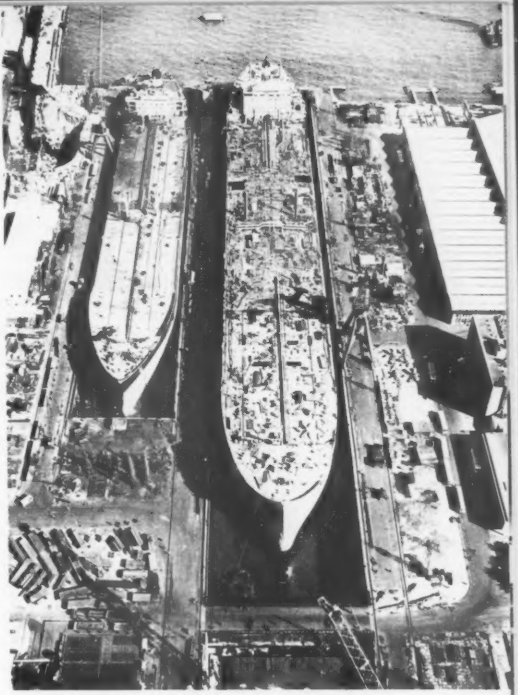
Major step

Although details are still lacking on which sectors of industry will be opened to unrestricted competition, most observers consider the proposed law as a major step toward enabling Portuguese industry to meet the demands of international competition.

While the new industrial policy law may well open new sectors to investment, it can be expected that foreign applications will be evaluated on the basis of "national needs." These criteria heretofore have included: 1) the transfer to Portugal of technical, administrative, and marketing know-how; and 2) the utilization, to the extent possible, of Portuguese raw materials and research facilities. Export industries are generally treated favorably, as witnessed by growing investment in pulp production and electronics.

Government encouragement of industrial modernization, an expansionary budget policy, and an anticipated strong inflow of tourist earnings and emigrant remittances together imply a continuation of a high level of Portuguese imports. During 1970, Portuguese imports from the United States were up 79.3 percent over 1969 and continuance of the strong trend of last year is supported by the data available through March 1971. While much of the 1970 increase can be attributed to purchases of aircraft and agricultural products, the short-term outlook for manufactures, services, and basic commodities nevertheless is bright.

Near-term prospects appear good for high quality wheat, corn, soybeans, inedible tallow, and leaf tobacco. Among industrial products, items in demand are expected to include selected iron and steel manufactures, such as sheets and plates and special and fine steel, statistical machines, including computers, and medicinals. Coke and semi-coke, long a significant U.S. export, is expected to decrease in importance as the national steel mill's new coking facility comes on line.



PORT OF LISBON—*In July the Port opened a new dock, reportedly the largest in the world, for ships of one million tons.*

Good opportunities

Over the longer period, U.S. firms should be competitive in the sale of machinery and equipment, as well as design and consultant services, for the national superhighway network, the Lisbon airport project, and the construction of a refinery and petrochemical complex in the Lisbon area. Should the long-delayed Government decision on the offshore oil concessions be announced, U.S. suppliers of equipment and services should have good opportunities for business with the successful bidders.

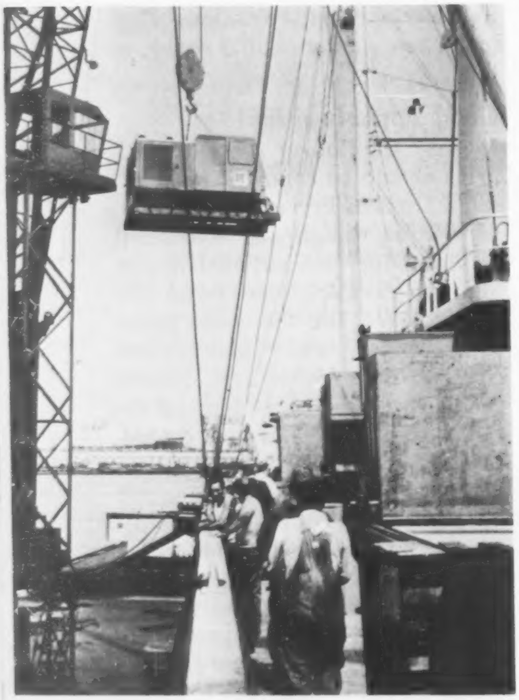
U.S. firms desiring to sell in Portugal can anticipate strong competition from foreign suppliers and U.S. subsidiaries in Europe. Japan, also, is becoming a major competitor; although supplying only 2.8 percent of the market in 1970, Japanese sales in Portugal are growing at a high rate.

Inflation, Business Uncertainties Cause Slowdown In Argentine Growth Rate

It is apparent that Argentine economic activity has slowed considerably, reports the U.S. Embassy in Buenos Aires.

Gross domestic product grew at a 4.8 percent rate in 1970 as compared with 6.9 percent in 1969. Growth had slowed in the fourth quarter of 1970 to 2.6 percent, and this lower rate carried into the first quarter of 1971, which was recorded at 2.3 percent over the level of first quarter 1970. This compares with the 5.9 percent rate of growth in the first quarter of 1970 over first quarter of 1969.

The causes for the slowdown are a combination of political and economic leadership and policy changes which have led to uncertainties in the business and financial community, and an increasing rate of inflation which places investors in a defensive position.



ARGENTINA BOUND—*One of several components of a 75-ton Koehring hydraulic excavator is lifted aboard ship at New York. Three of the units will be used on an Argentine dam construction project.*

Government policy has adversely affected foreign investment levels through decisions to augment state corporation activities in preference to private foreign investment. Examples are found in petroleum refining and marketing, and in new projects such as petrochemicals. Therefore, the combination of reduced growth and reduced potential for new foreign investment has characterized the past six to nine months.

Argentina finished 1970 with a balance of payments surplus of about $260 million, including a surplus of $65 million in trade, a deficit of $224 million in services and a surplus of $414 million in non-compensatory capital movements. However, exports in the first quarter of 1971 were estimated at $364 million, 14 percent below the first quarter of 1970. Imports were estimated for the same period at $434 million, up 16.4 percent over the first quarter of 1970.

Exports were suffering from a lack of exportable beef products and a slow start on grain exports. Imports may be reflecting an increased propensity toward stock building. The movement away from a favorable balance of trade has been a factor on pressures against the peso.

In April, the Central Bank announced the adoption of the crawling-peg system of exchange rate adjustments, initially devaluing the peso by one percent, and in early April by two percent more to bring the peso to a value of 4.12 to the dollar. However, the new system has not brought the peso to parity.

The Central Bank closed the exchange market on Mar. 23 as a result of replacement of President Levingston. Trade operations have been progressively taken off the list of restricted operations in the market. Remittances of profits are still under restraint. It is the announced intention of the Central Bank to return to the minimum exchange controls which existed prior to Mar. 23. This would provide for approvals for most necessary business transactions, but still prevent to the degree possible those transactions of a speculative, or capital flight, character.

The internal credit market for foreign firms has been affected by government regulations. While these measures are technically complex, the basic intent of the Government is to reduce access to the local capital market enjoyed by foreign-owned firms in Argentina and to encourage them to do their borrowing abroad. Thus, greater amounts of local capital might be available for domestic private companies.

Inflation speeds up

Inflation was at a 30 percent annual rate in the first months of 1971, more than double the annual rate of 1970. Accommodation to inflation has become an increasingly important aspect of business and financial operations. There is a general slippage in payment of accounts receivable as most Argentine companies seek this method of financing under conditions of tight credit. Investment capital for medium-term projects is rare, excepting government-budgeted expenditures. Expenditures for capital goods in the private sector are apparently down considerably, and of course this is reflected in the slowed rate of growth of GDP. Nonetheless, imports of capital goods, in fact imports of any kind, have hedging value and can be expected to increase except as limited by governmental action.

A draft industrial promotion law was released in late May. It defines criteria to be applied to new incentive programs. If this law takes effect, the foreign investor will find that some areas in the economy, determined as "basic," will offer priority to national capital over foreign investment. General tax exemptions and duty-free imports of capital equipment are not to be included under incentives. Assistance in the form of government-controlled credits will be directed toward Argentine capital.

U.S. share is rising

The U.S. share of the Argentine market has risen from about 22 percent in 1969 to 25 percent in 1970. Argentine statistics show that, out of total imports of $1,685 million in 1970, the United States provided $419 million. The United States continues to be Argentina's largest single supplier and its third-largest customer. Possibilities for increasing the U.S. market share are good. The "Buy Argentine" law will probably affect other suppliers more than the United States, especially in capital goods with high technological content. "Luxury" imports will probably be cut sharply. Nonetheless, it will be difficult to sell turn-key plants and large pieces of equipment unless some components are manufactured in Argentina. Good sales prospects for this year include electrical generating and transmission equipment, radar and communications equipment, cold storage equipment, railway equipment, including signalling, port machinery, data processing equipment, police and security equipment, instruments and controls, heavy earthmoving and construction equipment, and photographic and optical equipment.

The Government announced on May 26 the dissolution of the Ministry of Economy and Labor and the creation of four new ministries to replace it. The new Ministries are: Labor; Treasury and Finance; Agriculture and Livestock; and Commerce, Industry and Mining. A Council of Social and Economic Advisors is being formed to analyze the work of the economic ministries and to advise the President.

Bahamas Economy Set To Rebound As Tourists Start Spending Again

The Bahamas seems ready to rebound from recent economic difficulties, reports the American Consulate in Nassau.

Tourism and land development brought prosperity to the Bahamas during the 1960's as increasing numbers of visitors and investors created full employment for Bahamians in construction and resort hotel work, but beginning in 1970 the number of tourists began to level off and then declined. By the end of 1970 visitors were down 2.6 percent, but the drop in tourist spending was greater, an estimated decline of 15 percent. Construction employment slackened as projects were completed and few new ones were started. The economy was further depressed and unemployment increased by the bankruptcy of Bahamas Airways (700 jobs), the closing of a large sugar plantation (300 jobs) and the failure of a $35 million resort-residential complex under construction on New Providence (300 jobs). The most basic cause of the decline in tourism and investment was the U.S. slowdown. However, various policies of the Bahamas Government and the political and social climate as reported in the U.S. press reinforced the down-trend.

During the last ten years investment in the tourist industry has grown rapidly to keep pace with the burgeoning tourism. Hotel rooms increased from 2,500 in 1969 to 10,000 at the end of 1970 and more will be available in 1971. Though small, the 1970 tourist decline had serious effects because of this increased capacity. Also, some tourist industry executives believe that the pressures to Bahamianize rapidly exacerbated the tourist decline.

When the Pindling Government came into power in 1968 it developed a policy stance that included restrictions on issuance of work permits to non-Bahamians, training programs for Bahamians to replace skilled foreign workers, and encouragement of Bahamians to become involved in the ownership and operation of businesses. In 1969 the Government began a policy of re-integrating Freeport into the Bahamas, and began applying work permit restrictions on foreign employees in Freeport. Freeport has been the most notable instance, but throughout the Bahamas work permit problems and economic nationalism have affected the operations of firms requiring non-Bahamians and have caused some potential investors to adopt a "wait-and-see" attitude.

A second significant factor, however, is the changing nature of tourism to the Bahamas. An increasing proportion of business is from groups; they come for conventions, on charter flights and on package vacations. Hotels built to provide luxury accommodation for the well-to-do and burdened with high fixed labor and operating expenses find it difficult to handle the group visitor profitably. Group tourists also contribute less to the economy than the free-spending individual tourist.

Tourism picks up

During the first four months of 1971 tourism has begun to pick up again. Arrivals were up 11 percent over 1970 and 10 percent over 1969. In April 1971, the Islands received 147,000 visitors, an increase of 36 percent over April 1970 and 15 percent over April 1969. Yet many of these visitors came on low group travel and hotel rates and the profit to the economy was small. Group tourism appears to be a permanent part of the future market for Nassau and Freeport. Only in the Out Islands is there likely to be growth in well-to-do clientele.

Construction, a major employer

of unskilled and semi-skilled labor, has been seriously curtailed by the slowdown in the economy. Construction on New Providence fell at least 11 percent in 1970 from 1969 levels. In Freeport, where much of the construction was in speculative ventures, the value of construction probably fell at least 80 percent. A number of construction firms, principally in Freeport, have gone out of business, but throughout the Bahamas they have cut back their employees.

The prospects for a rapid turnaround are uncertain. There is a considerable delay between investment decisions and actual construction. Only a few projects are on the drawing boards. Construction of low and medium-cost housing, for which there is strong demand, is slow because long term mortgage funds are in short supply and, when available, cost as much as 16 percent per annum.

An international financial community has developed in the Bahamas because of its tax haven status, its stability and its location. This community includes about 300 banks and trust companies and a number of insurance companies, mutual funds, and accounting firms, which provide a wide variety of services to international clients, notably in the Euro-dollar market. It is an important sector of the Bahamian economy; a recent survey shows that it employs 2,300 people (80 percent Bahamians) and in 1970 spent about $25 million for salaries, rent, supplies, etc. Its further growth would help diversify and stabilize the Bahamian economy.

While the community has also been affected by work permit uncertainties and has suffered from client concern about developments in the Bahamas, growth prospects appear good. Reliable telecommunications to other parts of the world will be assured by a telephone cable from the Bahamas to the United States scheduled to come into service in November 1972. The international demand for the community's services is likely to continue to rise.

In recent years the average Bahamian's standard of living has considerably improved and prosperity has been more widely shared. Thus, the expected economic upturn should see a rapid expansion in the market for consumer goods. The quality, quick delivery time and favorable exposure of U.S. products can frequently offset the one-third lower custom duty advantage enjoyed by goods from the United Kingdom and other Commonwealth countries. However, U.S. firms should plan to put more sales effort into this sizable market rather than rely on the activities of Miami wholesalers if they expect to regain the share of the market previously held by U.S. products.

Although the Bahamas has a number of small concerns producing for the local market, the principal industries in the Bahamas export their products. The most important are at Freeport: a cement plant, which produced almost 5 million barrels in 1970, and a 250,000 barrel-a-day oil refinery, for which a 200,000 barrel-a-day expansion is under consideration. Other export industries include pharmaceuticals, rum, solar salt, pulp wood and aragonite mining. Exploration is also under way for petroleum.

Industry gets help

To encourage new industry the Bahamas Government passed a new Industries Encouragement Act in 1970. As the Government gains experience, businessmen look for increased coordination in the efforts of various ministries to encourage industrial development.

The Bahamas Government is committed to agricultural development to substitute local foodstuffs for imports and to improve the subsistence standard of living of Out Island farmers. It is trying to introduce farmers' cooperatives; its experimental farm is beginning to assist farmers effectively; and a three-year land resource survey is providing guidelines for further development. Agricultural development, however, received a setback in the suspension of operation of the 19,000 acre sugar plantation on Abaco. Nevertheless, the company is seeking a buyer, and the Bahamas expects to receive a larger sugar quota from the United States.

Prime Minister Pindling's Government has assumed an activist role in the economy. It is committed to promoting the economic and social well being of Bahamians, particularly the 85 percent of the population which is black. During its four years in office, the administration has expanded the public school system and raised the standard of education; built extensive public works (particularly in the Out Islands); increased health facilities; and provided some welfare services.

The downturn in the Bahamas economy has depressed imports from the United States to a greater extent than the fall in the general level of imports. Other countries, notably the United Kingdom, Italy, Switzerland and Japan, have been giving the United States stiff competition in most import categories. The U.S. share of the market has fallen from 68 percent in 1969 to 54 percent in 1970. Adjusting the import figures to eliminate the effect of the crude petroleum imports, the U.S. share of the market for 1970 rises to 58 percent. If U.S. crude petroleum exports are eliminated, U.S. exports to the Bahamas decreased by $31 million.

U.S. consumer goods normally have a competitive edge despite their higher prices because Bahamian consumers are familiar with them through Miami television advertising and shopping trips to Miami. However, with the economic slowdown they are now more cautious in making large purchases; merchants report that major appliance, furniture and car sales are down. They are also more price conscious and are making fewer shopping trips to Miami. Bahamian visitors to the United States have fallen off 37 percent during the first quarter of 1971.

A useful way of locating potential customers for consumer goods is through the Freeport and the Bahamas Chambers of Commerce. The latter publishes an annual commercial directory of member and non-member firms in Nassau.

A renewal of rapid economic growth in the Bahamas would increase the demand for building materials and equipment for resort facilities and housing. Sales of hotel and restaurant equipment would also probably increase as resort facilities were refurbished and modified to handle the enlarging and changing tourism. Labor-saving equipment should do particularly well because of the shortage and high cost of qualified employees in the industry. If conditions are favorable for the financial community as well, the market for business machines, including data processing equipment, should also grow.

Needs are clear

Opportunities will also exist for sales of capital goods. The extent will depend upon what new industrial investments come into the Bahamas. The needs of the Bahamas Government are already clear, but the progress of its projects will depend on the availability of funds. Expansion can be expected in the communications, electricity and water systems. Nassau itself needs a complete sewage disposal system and a new hospital. A British consulting firm is presently conducting a feasibility study for a sewage system and estimates are that it will cost from $30 to $50 million. In the Out Islands the Government is committed to building roads, docks, airports and utility services.

The Bahamas Government's principal supplier of capital goods has been the United Kingdom and its engineers have usually been British or British-trained. The United States is an important supplier, along with Canada, and the Bahamas Government has several outstanding U.S. Export-Import Bank loans. However, recently U.S. firms have had little success in sales to Bahamas Government entities.

Tourism predominates

Investments in tourist facilities and resort residential developments will continue to predominate. Tourist developments in the Out Islands are thought to have the potential to attract a new clientele from among the well-to-do. In addition to their beauty these islands offer seclusion and exclusiveness, and their development is welcomed by the Government. In the tourist industry in Nassau and Freeport opportunities exist for restructuring of present facilities to cater profitably to the U.S. and Canadian mass tourist market.

Some opportunities exist for investments in service industries and to a very limited extent in manufacturing local products to substitute for imports. In general, however, the population is too small to support manufacturing operations without export markets. The Bahamas is particularly eager for industries that will export their production.

Geographical position and the availability of sites for deep water ports not available on the East Coast of the United States make the Bahamas attractive for investors interested in transshipment of bulk commodities. The economies of the supertanker are already leading to transshipment of petroleum. Further advances in the technology of marine bulk transfer may make transshipment profitable for other materials such as coal.

BAHAMAS' BIG INDUSTRY—*Tourism is picking up again after a drop in 1970. Paradise Island Beach, above, is one of the top attractions for foreign visitors.*

Finally, opportunities exist to further exploit the natural resources of the Bahamas: aragonite, fish and spiny lobsters, and possibly petroleum. The huge continental shelf of the Bahamas may hold further resources.

Selective welcome

Foreign investment is selectively welcome in the Bahamas. Investments are wanted that clearly and directly benefit the Bahamian people without restricting their independence. The Government offers various incentives to investors and is forming a Bahamas Development Corporation to participate in new ventures using Crown land. Qualifying this welcome is the fact that some investors already in the Bahamas find their dealings with the Government complicating their operations.

Five Foreign Service Posts Report Outlook For U.S. Sales, Investment

Following are brief indicators taken from Foreign Economic Trends recently received by the Department of Commerce from U.S. Foreign Service posts in five countries. Over 150 such reports for 117 foreign markets, ranging from 4 to 12 pages each, are received yearly.

Annual subscription to the Foreign Economic Trends series may be obtained for $15 from any Commerce Field Office or Supt. of Documents, Government Printing Office, Washington, D.C. 20402.

Iran: The Iranian Government is expected to be increasingly flexible in setting conditions for foreign investment. A new and reportedly liberalized mining law is awaiting promulgation and other measures to stimulate investment are under consideration.

New emphasis is also being placed on the development of agriculture and export-oriented industry while increased efforts to survey and define Iran's extensive mineral wealth continue. These sectors, and Iran's growing requirements for water and power, seem to offer new and interesting possibilities for major capital investments. U.S. firms enjoy an excellent reputation for competence and proven performance in Iran and this valuable asset can be effectively utilized by American companies seeking to enlarge their commercial horizons in the Middle East.

Martinique Consular District: The volume of imports into the French Overseas Departments of Martinique, Guadeloupe and French Guiana has been increasing at the rate of about ten percent per year, and total imports are three times the value of exports. This imbalance has produced an economy dominated by trades and services, the trade being mostly in imported goods.

The increasing population, continuing French Government expenditures, and growing industrialization in these three departments of France should result in a steadily growing demand for all types of consumer and capital goods. In addition, the hotel construction program will undoubtedly offer increased possibilities for U.S. building supplies, particularly aluminum products and airconditioning equipment, which are already selling well on the local markets.

Nepal: Prospects for increased U.S. sales to Nepal have improved and U.S. firms should now be able to play a larger role in development, as the economic evolution of the country is now rapidly reaching the stage of important capital projects.

A cloud over Nepal's economic horizon is the uncertainty engendered and the drop in government revenues caused by the current impasse in Indo-Nepalese negotiation of a new trade and transit agreement to replace the 1960 Trade and Transit Treaty which lapsed last fall. Given a satisfactory resolution of the problem, Nepal will continue its slow progress to development. If, however, the two parties are unable to agree on a formula which satisfies the minimum requirements of both, Nepal could be forced into possibly uneconomic steps such as substituting some third-country imports for Indian imports with a consequent drain on hard currency reserves, and attempts to develop basic industries before the requisite infrastructure exists.

Malawi: Following a difficult crop year in 1970, the outlook for the Malawi economy this year is quite favorable; a good harvest and a continued high level of development expenditures are expected to boost real economic growth into the 5-6 percent range. Malawi's $99 million development program for 1971-73, with 1971/72 planned expenditures of $35 million, will continue to act as a major impetus to economic growth. At the same time, further testing of the commercial feasibility of the Mlanje bauxite deposit has yielded increasingly favorable results and has raised the possibility that for the first time mineral resources will play a significant role in Malawi's economic development.

Malawi's overall economic outlook appears to be for steady if unspectacular growth based on an increasingly strong and diversified agricultural sector, subject to the attendant uncertainties of weather and world prices. The long-term outlook is clouded by a high population density and 3 percent rate of population increase which keeps per capita income low ($68) despite a respectable rate of total economic growth.

Mali: Although political stability and slowly improving economic conditions are favorable trends for U.S. business, opportunities in Mali will remain limited over the near future. The basic poverty of the country, coupled with high transportation charges, traditional trading arrangements with France and the Common Market, and assistance agreements with EEC and communist countries dictate that American economic interests in Mali will remain minimal.

Mali Government development projects, however, offer some scope for U.S. business activity. These will be mainly, but not exclusively, opportunities connected with foreign assistance inputs. The only sizable American-assisted project to begin construction calls for a million-dollar annex to the Higher Teacher Training College, which will be open for bidding in 1971. World Bank and other internationally-financed projects may be open to international tenders.

Japan's Final Investment Easing Still Restricts Foreign Control

The Japanese Government on Aug. 4 implemented the fourth and final stage of its current capital liberalization program, which began in July 1967, by significantly increasing the number of Japanese industries in which foreign equity investment will be permitted on an "automatic approval" basis.

At the same time, however, such investment will continue to be limited to newly-formed enterprises, thus generally precluding direct investment in existing companies, and nearly three-fourths of all business lines remain closed to foreign majority ownership unless specifically approved by Japan's Foreign Investment Council.

According to Japanese Government calculations, the recent action, taken at a Cabinet meeting on Aug. 3, results in 93 percent of Japan's industries and businesses being "liberalized," i.e., subject to the automatic approval system. The 93 percent figure reportedly is based on a total of roughly 850 business lines in Japan's standard industrial classification which might interest foreign investors.

Case-by-case basis

The Government has designated the non-liberalized industries, which are subject to individual screening of investment applications on a case-by-case basis, under seven broad categories. Since these categories account for seven percent of the total number of business lines that might interest foreign investors, the seven categories apparently include an estimated 60 lines.

The seven individual fields not included in the liberalization program are: (1) primary industry related to agriculture, forestry and fisheries (approximately 30 lines of business activity); (2) oil refineries, distribution or sales; (3) leather and leather products manufacturing; (4) manufacturing, sales or leasing of electronic computers (including peripheral equipment, terminal units, parts including integrated circuits for computers, and accessories) and computer aided systems; (5) the information processing industry, including computer software industry; (6) retail trade operations with more than 11 stores; and (7) real estate business. The manufacturing, sales or leasing of electronic computers (item 4) is to be liberalized for foreign investment of up to 50 percent in a new enterprise after three years.

The Government added 151 business lines to the previous list of 77 lines in which foreign equity up to and including 100 percent will be permitted on an automatic approval basis. Thus a total of 228 business lines, representing slightly over one-fourth of the industries of possible interest to foreign investors, are now open to 100 percent foreign ownership.

All other industries not included in these two groupings (i.e., those subject to case-by-case screening and those open to 100 percent foreign ownership) are eligible for up to and including 50 percent foreign ownership in a new enterprise. The 50 percent group has not been specifically listed by the Japanese Government, but includes well in excess of 500 business lines.

Apparently automatic approval investment applications will continue to be subject to certain conditions, in addition to the requirement that only newly-established enterprises will be considered. These include stipulations that (a) there are no contributions in kind to the equity by Japanese investors except by means of real estate other than factories, shops, or warehouses; (b) the enterprise does not immediately after its establishment receive any transfer of business from an existing company and does not combine with an existing company; and (c) the investment does not have an exceptionally detrimental effect on Japanese interests.

A change was also made in the regulation relating to the right of foreigners to purchase freely Japanese stocks that do not carry with them the right to participate in management. An individual investing in Japanese securities may now own up to, but not including, 10 percent of the shares of a company, as compared to the former 7 percent. Foreign investors as a group are still limited to ownership of up to, but not including, 25 percent in nonrestricted industries and 15 percent in restricted industries. Acquisition of shares utilities, banking, mining, and broadcasting. Acquisition of shares in industries subject to case-by-case screening and in existing enterprises will be automatically approved if they do not exceed these percentages.

Ahead of schedule

This fourth round of investment liberalization completes the program initiated in 1967 eight months ahead of the scheduled date of April 1, 1972. However, the Foreign Investment Council, which was responsible for recommending the details of the program, stated that "It is important (1) to promote with renewed determination further liberalization in line with the OECD's Code of Liberalization of Capital Movements, taking into account changes in the international and domestic situations, and (2) to conduct case-by-case screening in a flexible and forward-looking way so that the measures may, in effect, lead to as substantial a degree of liberalization in practice as possible."

A list of industries in the 100 percent equity category is available from the Far East Division (BIC-892), U.S. Department of Commerce, Washington, D.C. 20230.

Worldwide Business Services

International trade specialists in the Department of Commerce and Foreign Service Officers in the U.S. Embassies and Consulates around the world are continually developing specific commercial opportunities through which American companies can find buyers, agents, partners or investors overseas. One of the major means for communicating these opportunities promptly and accurately to the U.S. business community is through the columns of this magazine. The section that follows presents details about U.S.-sponsored overseas exhibits, licensing and joint venture proposals, opportunities to sell to foreign firms and government agencies, appoint agents, major construction and expansion projects, and U.S. visits by foreign buyers.

U.S. Promotions Overseas

SCANDINAVIA. **Educational & Industrial Training Equipment.** Scandinavian countries are intensifying their use of modern, advanced educational and industrial training aids and equipment applicable to public and private educational institutions, universities, adult education programs, company and labor union manpower training programs, business and management colleges, government agencies, libraries and television and film enterprises. Officials of educational institutions, industry and governmental organizations have indicated the time is ripe for an exhibition featuring the latest U.S. technology in this field including programmed and computer assisted instruction, electronic responders, closed circuit TV, video tape recording systems, microfilm reading and storage systems, language laboratories, teaching machines, projection equipment and software. Call John R. Crown, 202-967-4421. Stockholm Trade Center. Sept. 20-25.

JAPAN. **Electronics Production Equipment, Components & Test, Measuring Instruments.** Japan's production of all electronics products probably topped $9 billion during 1970, of which the production of industrial electronic products is estimated at $2.5 billion, a 25 percent increase over 1969. Imports from the U.S. of electronics products in 1969 were valued at $274.8 million, a 40 percent rise over 1968. Call William Dawson, 202-967-5682. U.S. Commercial Exhibition, Japan Electronics Show. Osaka. Oct. 1-7.

SCANDINAVIA. **Design Engineering Components for Machinery & Vehicle Equipment Manufacturers.** U.S. exports of controls, components and parts to Scandinavian OEMs (original equipment manufacturers) totaled over $70 million in 1969. Scandinavian OEMs of machinery and vehicles rely heavily on outside suppliers for controls and components, and they import over half of their requirements for this equipment. Sweden imported over $472 million worth of various types of OEM equipment. Call E. E. Walls, 202-967-4256. Stockholm Trade Center, Oct. 11-16.

KOREA. **Industrial Machinery.** Korea is continuing to forge solid economic gains; its growth rate is about 10 percent annually. Imports are also reaching new levels, with the U.S. supplying more than $630 million in 1970. Korea is seeking to correct a large trade imbalance by modernizing its export industries, through the use of new machinery and equipment, much of which must be imported. Call Robert Levine, 202-967-4705. U.S. Solo Exhibition, Second U.S. Industrial Machinery Exhibition. Seoul. Oct. 18-23.

JAPAN. **Avionics & Ground Support Equipment.** The aircraft industry in Japan is experiencing a dynamic revival. Imports of aircraft engines, navigation and ground electronics, navigation aids, and aircraft and ground support equipment are very strong, supplying more than half of Japan's demand. The technological level of Japanese-produced engines and certain instrumentation is still below that of U.S. and some foreign producers, and therefore, import demand is expected to remain high. Contact Bob Miller, 202-967-2991. Tokyo Trade Center, Oct. 25-30.

UNITED KINGDOM. **Research & Clinical Laboratory Equipment.** Market research has identified a number of immediate and growing opportunities for U.S. suppliers to sell equipment to research and clinical laboratories in the United Kingdom. Industrial, university, and public research facilities, hospitals, and clinical laboratories have cited specific items of U.S. equipment that are of interest. Labor-saving, automated equipment, advanced equipment generally, are being sought. Call Joseph F. McNulty, 202-967-4653. London Trade Center. Nov. 1-5.

FRANCE. **Microcircuit Production Equipment.** The French electronics industry is determined to maintain its position as one of the world's leading electronics producers. To achieve that goal the industry receives assistance from the French Government. Current emphasis is being placed on utilizing advanced electronic production techniques particularly in the area of components and microcircuits. U.S. manufacturers with equipment used to design, produce, process and test microcircuits and related electronics will find good sales prospects for their products. Call John Gleason, 202-967-2434. Paris Trade Center. Nov. 15-19.

ITALY. **Advanced Fluid Power Equipment Exhibition/Symposium.** Italy's continued drive toward automating its industrial processes and manufactured equipment has created a market for fluid power equipment that is growing at a rate of 15-20 percent annually. Total Italian consumption of fluid power equipment for 1971 is estimated at $63 million. In 1970, Italy's imports rose nearly 21 percent to almost $15 billion. Market research has confirmed good sales opportunities for U.S. suppliers of motors, valves, pumps, servosystems, fluidic devices, and other fluid power equipment. Call 202-967-3968. Milan Trade Center. Nov. 23-27.

COLOMBIA, PANAMA, VENEZUELA. The U.S. Department of Commerce is organizing a U.S. Specialized Trade Mission in the field of finishing tools for the building and construction industry. The mission will go to three prime markets—Venezuela, Colombia and Panama—in the two-week period Nov. 29 through Dec. 10. The trade mission will feature a full day of product demonstrations at each city on its itinerary. In addition, each member of the mission will have an individual schedule of business appointments prepared in advance to meet his specific objectives. The mission will be limited to eight persons representing manufacturers of specialized machines and hand tools performing such tasks as fastening, insulating, sanding, plastering, cement finishing, floor laying, floor and wall finishing, spray painting, conduit hole-drilling, plumbing and pipe fitting. The Department of Commerce will pay the general operating expenses of the mission program. Each mission member is required to pay his own transportation and living expenses, and to share in the mission's entertainment expenses. Total cost is estimated at $970 for each member. Final deadline for enrollment will be Oct. 15. The mission's itinerary will be Panama City, Nov. 29-Dec. 1; Bogota, Dec. 2-7; Caracas, Dec. 8-10. This will be the first official U.S. trade mission specializing in finishing tools for the building industry. Further information can be obtained by calling the project officer, James W. Goodsell, in the Trade Missions Division of Commerce, 202-967-3904.

FRANCE. **Selected Telecommunications Equipment.** The French telecommunications sector offers a growing market for many types of advanced U.S. equipment as the French Government and private industry strive to modernize their communications systems. French consumption is expanding at a rate of 50 percent annually, and U.S. manufacturers hold a vast technological lead over other countries in this field. Call Chuck Whitley, 202-967-4961. Paris Trade Center. Dec. 6-10.

GERMANY. Equipment for Vacuum & Cryogenic Research. American sales of vacuum and cryogenic equipment in Germany's market are largest for the more advanced and sophisticated lines. American industry has been a leader in the application of advanced high and ultra-high vacuum technology in research and in specialized cryogenic lines. Call Andre Williams, 202-967-2425. Frankfurt Trade Center. Dec. 6-10.

UNITED KINGDOM. Environment Testing Equipment. Environmental testing facilities in the United Kingdom are seeking sophisticated equipment. Market research has identified over 100 items of U.S. equipment with good market potential. Test data acquisition and analysis, electronic controls, and acoustical testing equipment are highlighted. Climatic cycling chambers and rapid-change high and low temperature chambers are also included in the list of products having high sales prospects. Call Gus Duda, 202-967-4461. London Trade Center. Dec. 6-10.

JAPAN. Air & Water Pollution Control. Japan is suffering with the problems of pollution. Her great factory cities, Tokyo, Osaka-Kobe, Nagoya and Fukuoka, like their counterparts in the U.S. and Europe, are daily showered with tons of pollutants. Rivers are choked with industrial wastes. The Japanese Government has acted to put into force laws which will clean up Japan's air and water. Antipollution equipment produced in Japan is not being made in great enough quantity or variety to meet all demands, which are predicted reaching $450 million by 1975. A seminar will run concurrently with the show. Call Randy Miller, 202-967-3363. Off-site Tokyo Trade Center Exhibition. Dec. 6-11.

GERMANY. Sophisticated Materials for Electronics. German production of electronic equipment and components totaled more then $4.5 billion in 1970—and will top the $5 billion mark in 1971. Annual growth of 20-25 percent is forecast for 1972-73. Local German production of electronics, especially components, has been increasing, and this trend will be accelerated by two major factors: much greater use of electronics in consumer appliances, telecommunications, and automotive components; and fast rising needs for automation, traffic, and pollution controls. German electronics manufacturers continue to look to the United States for the best quality and most advanced technology in materials, and these are the most important factors in materials buying decisions. Call Don Schmadel, 202-967-4601. Frankfurt Trade Center. Jan. 17-21, 1972.

SCANDINAVIA. Metals Processing Equipment. The Scandinavian market for metals processing equipment is estimated at $450 million, of which imports account for 75 percent. U.S. suppliers provide $35 million of these imports, which are increasing substantially in all four Nordic countries. Sweden alone represents a $250 million market, to which U.S. firms supplied $20 million in equipment and $52 million in metals and minerals in 1969. Investment in the Swedish iron and steel industries is expected to reach $125 million annually between 1971 and 1975. Programs currently under way or planned call for increased outlays for advanced production equipment, process controls, test and measuring instruments, powder metals and related equipment, and special metals and super alloys. Call A. J. Beiring, 202-967-3713. Stockholm Trade Center. Jan. 24-29, 1972.

UNITED KINGDOM. Computer Graphics & Computer Aided Design. Market research indicates that graphic display equipment is of most interest to data processing managers in this, the fourth largest computer market in the world. The number of EDP users is increasing rapidly, and U.S. equipment is the dominant factor in the growing import market. Call Eugene F. Shaw, 202-967-3838. London Trade Center, Jan. 31-Feb. 4, 1972.

MEXICO. Industrial Process and Analytical Instrumentation. The Mexican market for this type instrumentation will total about $40 million annually by the end of 1971. Imports are expected to account for $35 million of the country's needs with the U.S. share of the market estimated at $24 million. The Mexican Government encourages manufactured goods exports, and is urging industrialists to modernize production and quality control testing facilities; this has increased the demand for advanced instruments. This exhibition offers U.S. suppliers an excellent opportunity to introduce or expand sales in a growing market where new U.S. Trade Center facilities have recently been inaugurated. Call Jim Blow, 202-967-4565. Mexico City Trade Center. Feb. 7-11, 1972.

ITALY. Data Communications Equipment. This offers one of the best opportunities for U.S. firms to increase sales in the Italian EDP market, which is forecast at $160 million by the end of 1972. U.S. firms currently dominate this market, which is growing at a rate near 20 percent per year. Market research has identified good sales opportunities for U.S. suppliers of terminals and display systems, data transmission systems, data entry systems and converters, modems, and other similar or related equipment. Call 202-967-3944 or write U.S. Department of Commerce, BIC-944, Washington, D.C. 20230. Milan Trade Center. Feb. 15-19, 1972.

JAPAN. Pulp, Paper Manufacturing Equipment, Instruments and Supplies. Supported by a rapidly increasing demand for pulp and paper, Japan has emerged as one of the world's foremost producers. It now ranks second after the United States in the production of paper and paperboard, producing 12.9 million tons in 1970, an increase of almost 15 percent since 1969. Similarily, Japan has increased its lead in pulp production, producing 8.8 million tons in 1970, to become third largest in the world. To keep pace with the increased demand, sizeable investments in Japanese pulp and paper production facilities are being planned, providing a ready market for U.S. equipment. Call William E. Dawson, 202-967-5286. Tokyo Trade Center, Mar. 13-18, 1972.

ITALY. Analytical Laboratory Apparatus Exhibition. The Italian market for analytical laboratory apparatus continues to expand at 20 percent a year. The United States is the principal supplier of advanced analytical laboratory equipment to the Italian market. The show will include analytical laboratory apparatus for the chemical, biochemical, petrochemical, pharmaceutical, medical, food processing, metal mechanics, plastics and man-made fibers and pollution control industries, as well as for colleges of chemistry, biology, pharmacology, medicine and surgery, chemical engineering and agriculture, and public laboratories and hospitals, private hospitals and research centers. Call Sam Spauling 202-967-3968. Milan Trade Center, Mar. 14-18, 1972.

FRANCE. Minicomputers and Related Peripherals. The use of minicomputers in France is growing rapidly. French business concerns are aware of their need for automatic data processing and are becoming ready customers for small computers. The U.S. Trade Center show offers an opportunity to show small-scale computers and peripherals to one of the fastest growing markets for computer equipment. Sales of EDP equipment are growing at a rate of 20 percent annually and are expected to reach $900 million by 1974. Contact Gus Duda, 202-967-2434. Paris Trade Center. Mar. 20-24, 1972.

SCANDINAVIA. Building Products and Construction Equipment. Scandinavian markets for building products and construction equipment have been booming

Sales opportunities in three U.S. commercial exhibitions, trade fairs and solo exhibitions and 21 shows at the nine U.S. Trade Centers are being offered to present and potential U.S. exporters between now and May 19, 1972.

Each Trade Center exhibition is limited to one particular line of products and centers are located in Bangkok, London, Milan, Mexico City, Frankfurt, Stockholm, Sydney, Tokyo and Paris. For further information on the Trade Center shows described or for more facts on U.S. exhibitions, **write:** *Commercial Exhibits Program, BIC-932, U.S. Department of Commerce, Washington, D.C. 20230.*

Trade missions are groups of U.S. businessmen organized to travel abroad promoting the export of U.S. goods and services made by their particular industry. **Write:** *Trade Missions Div., BIC-926, U.S. Department of Commerce, Washington, D.C. 20230.*

A product showroom where U.S. goods or literature can be displayed is also maintained at the American Embassy in Ethiopia. **Write:** *Edward W. M. Bryant, Commercial Attache, American Embassy, Crown Prince Asfaw Wossen St., Addis Ababa.*

for the past several years, and continued growth in construction activity is forecast through 1975. U.S. exports of building products to the four Nordic countries expanded by 89 percent in the last three years to a total of over $24.8 million. U.S. exports of construction equipment expanded by 30 percent during the same three years to over $31.6 million. A survey of leading builders, contractors, architects, and sub-contractors, as well as distributors of building products and construction equipment, reveals very high interest in seeing the latest and best in U.S. equipment and products. Call C. E. Walls on 202-967-4256. U.S. Trade Center for Scandinavia, Mar. 20-25, 1972.

UNITED KINGDOM. High Fidelity and Stereophonic Equipment. With reductions in the personal income tax and consumer goods taxes as well as easing of terms of the hire purchase (installment buying) regulations, the British personal audio equipment buyer finds conditions favorable to acquire the high quality U.S. equipment he admires. Exhibitors will benefit from a "Dealer Day" promotion and late closing to accommodate consumer visitors. Invitations will go to a select audience of distributors and retailers; a contest will galvanize customer attendance interest. Call Lee W. Swift Jr. 202-967-4461. London Trade Center, Mar. 20-24, 1972.

UNITED KINGDOM. Transducer Instrumentation Exhibition. Growth in electronic monitoring and control has focussed British interest in latest U.S. developments in the transducer instrumentation field. A special survey has found prospects for a variety of American instrumentation equipment with applications in advanced industrial and research fields. For information call Jack Whitely, 202-967-3848. London Trade Center, April 17-21, 1972.

UNITED KINGDOM. Materials Management Equipment. British buyers are seeking new and more sophisticated equipment and systems to fill their materials handling needs. Rapidly rising labor costs, coupled with tax incentives for capital investments, are encouraging British buyers to look to the United States for many types of equipment. This exhibition will be held in conjunction with the International Mechanical Handling Exhibition (IMHEX). Call Gus Duda, 202-967-4461. London Trade Center, May 15-19, 1972.

Space Fully Booked

The following exhibitions and trade missions in which all exhibit space has been reserved, are still open for visits by interested industry representatives. U.S. firms with sales representatives in these market areas could ask them to investigate the shows.

Plastics & Plastic Machinery, U.S. Commercial Exhibition, KUNSTSTOFFE '71, Duesseldorf, Sept. 16-23; Industrial & Commercial Security Equipment, Paris Trade Center, Sept. 27-Oct. 1; Industrial Assembly Equipment, Frankfurt Trade Center, Oct. 11-15; Industrial Automation & Instrumentation Equipment, U.S. Commercial Exhibition, INTERKAMA '71, Duesseldorf, Oct. 14-20; Refrigeration & Air Conditioning Equipment, Components, Paris Trade Center, Oct. 18-22; Electro-Optics/Laser Equipment, Frankfurt Trade Center, Nov. 8-12; Printing & Graphic Arts Equipment, Business Equipment & Computers, Machine Tools, Construction Machinery, U.S. Solo Exhibition, Sao Paulo, Nov. 16-23; Packaging Machinery, Mexico City Trade Center, Nov. 29-Dec. 3, EDP Equipment, U.S. Commercial Exhibition, SYSTEMS 71, Munich, Nov. 30-Dec. 3.

Licensing, Investment Abroad

2037—MEXICO—Businessman seeks investment in **fresh-fruit processing** for exporting to Europe. Investment sought in the forms of capital, machinery and technical know-how. Entrepreneur owns several properties and is one of the principals of a holding company representing 13 American firms. Annual sales over $16 million. Presently exporting avocados to Europe and plans expansion to other tropical fruits. Mr. Emilio Lanzagorta Rosada, Empresas Lanzagorta, S.A. de C.V., Insurgentes Centro 86, 2 piso, Mexico, D.F., Mexico. WTD. P-71423.

2311, 2327—NETHERLANDS—Manufacturer of apparel seeks joint venture or licensing agreements for the production of U.S.-styled **men's and boys' sport jackets, trousers and other leisure wear** for sales in Western Europe. Established in 1938 and maintains three plants. All equipment reported to be under five years old and exports mostly to West Germany. N. V. Marathon Kledingfabrieken, 465 Lipperkerkstraat, Enschede, The Netherlands. P-71409

2514, 2522, 2531—NEW ZEALAND—Established manufacturer of **metal office, household, and institutional furniture** seeks licensing agreement with U.S. firms providing access to new designs and furniture concepts. Firm has 6,000-square-foot factory and expects to lease another building of the same size in the near future. Mr. M. Jephson, Sales Manager, Tubecraft Ltd., 15 Victoria St., Onehunga, (P.O. Box 13-133) Auckland 6, New Zealand. WTD. P-71411

2514, 3433 — Spain — Manufacturer of **metal furniture and heating appliances** seeks licenses to make similar products. Employs around 130. Cercos S.A., Afueras, s/n, Hostalets de Balenya (Barcelona), Spain. P-71404

2540, 2661—FRANCE—Licenses to manufacture **pallets and shelving** to handle and store records and other items. Also interested in the distribution of **fiber ceilings**. Company specializes in production of metal products primarily for building industry. Employs about 600; claims to have doubled sales in past two years. Firm's representatives plan U.S. visit in October. Mr. L. Godtschalk, Commercial Manager, Krieg and Zivy, B.P. 9, 10 avenue Descartes, 92- Le Plessis-Robinson, France. WTD. P-71405

2611—PHILIPPINES—Joint venture or leasehold arrangement to **develop 15,000 acres, principally in abaca (manila hemp) production**. Also establish an **abaca fiber pulp mill** for making paper and paperboard. U.S. participant would supervise the project. Felipe B. Ollanda & Associates, 505 China Bank Bldg., Manila, Philippines. P-71414

2800—GERMANY—Firm seeks licenses to manufacture **chemical specialties**. Company presently produces emulsions for the paper and paperboard industry; annual sales over $1 million. Established in 1913; has sales organization throughout Europe. Sueddeutsches Emulsionswerk Wuest & Kost, 46 Rhenaniastrasse, D-6800 Mannheim 24, W. Germany. WTD. P-71400

2816, 2819—PAKISTAN—Manufacturer of broad range of automotive type batteries proposes joint venture to manufacture **lead oxide and litharge**. Investment approximately $61,000. Arrangements subject to negotiation. GRAND Batteries (Pakistan) Ltd., Industrial Estate, Multan Road, P.O. Shahnoor, Lahore, Pakistan. WTD. P-71403

2830, 2879—SWITZERLAND—Manufacturer of pharmaceuticals seeks licenses or contacts to manufacture **pharmaceutical specialties, modern patented pharmaceutical chemicals, insecticides, fungicides and herbicides**. Established about 1817 and employs 800. Company has an extensive R & D department specializing in custom manufacture and maintains a worldwide sales organization. Siegfried Ltd., 4800 Zofingen, Switzerland, Attn: Mr. Oberli. WTD. P-71401

3272 — AUSTRIA — Firm seeks investment for manufacture of **terrazzo tiles**. Company prepared to offer American majority control. Presently owns and operates terrazzo plant. Dr. Gottfried Haffner, Rechtsanwalt, A-3370 Ybbs an der Donau, Austria. P-71402

3312—TURKEY—Foreign firm experienced in the production of special alloy steels seeks to provide know-how and 30% equity in a new company to establish an **alloy steel mill and rolling mill**. First phase of project calls for total equity capital of 100 million Turkish lira (approximately $6.6 million) to produce 90,000 tons of round and square-shaped rolled products; after four years production would be increased to 180,000 tons per year. Equipment required includes two arc furnaces, an oxygen production plant, six cranes of varying capacity, an ingot rolling mill, annealing and tempering furnaces, scrap loading and ingot transferring equipment and quality control and testing laboratories. A major portion of the foreign exchange requirements will be provided by an International Finance Corp. loan. **Write:** Office of International Investment, BIC-878, U.S. Department of Commerce, Washington, D.C. 20230. P-71412

3423, 3522—PERU—Firm seeks joint venture to manufacture **agricultural implements and light farm equipment**. Company is importer and agent for agricultural equipment and is expanding its business activities to the industrial field. La Oruga S.A., Av. Mejico 361, Lima. WTD. P-71398

3440—ISRAEL—Businessmen seek **technical know-how in erecting high-rise buildings** using rivets or other fasteners for a skeleton of steel girders to which facing materials are affixed after the framework is finished. Presently buildings are almost exclusively of reinforced concrete. Pressing needs for new buildings have increased the appeal of fabricated structures. Mr. Jacob Geshury, P.O. Box 43, Savyon, Israel. P-71408

3446 — AUSTRIA — Manufacturer of **architectural hardware** (umbrella stands, coat racks, furniture accessories) seeks sales arrangements, licenses or joint venture with U.S. firms to produce, assemble or distribute articles in this or allied fields. Company, established in 1899, currently employs 140 and has distribution network including all of Austria as well as export to Germany and other European areas. Mr. H. Sunley, Managing Director (British-trained engineer), Wien-Fischamender Metallwarenfabrik Josef Suschny & Sohne, Schwarzenbergplatz 4, A 1030 Wien, Austria. WTD. P-71413

3535—SWITZERLAND—Company seeks licenses to manufacture **sorting systems and all related electronic controls.** Presently produces electronic controls for automatic storage systems in warehouses. Firms parent, Georg Fischer, produces storage systems; same type of arrangement will be made with licensor. World wide sales network also maintained. Mr. H. Grebenstein, Oehler-Wyhlen Lagertechnik AG, Industriestrasse 44, 5000 Aarau, Switzerland. WTD. P-71422.

3589—ARGENTINA—Licenses to manufacture **water treatment and sewage purification equipment.** Roberto A. Stinco S. A., Bahia Blanca 2366, Buenos Aires, Argentina, WTD. P-71410

3589—GERMANY—License to manufacture **machinery for disposal and reduction of garbage and waste.** Currently, firm produces bale packing and scrap iron baling presses. Employs about 51. Geiger & Rueede, Maschinenfabrik, 11 Max Eyth-Strasse, D-7332 Eislingen/Fils, Baden-Wuerttemberg, Germany. WTD. P-71421.

3589—SWITZERLAND — Multinational firm specializing in water purification apparatus seeks manufacturing rights for small to medium **water desalination systems and equipment for industrial application.** Would be used with normal water, not sea water. Should have capacity of 1 to 5 cubic meters per hour. Interested in utilizing processes which are not based on ion exchange or reverse osmosis. Firm specializes in production of cleaning systems and purification equipment for poisonous and contaminated industrial waste water. Mr. A. E. Daester, Manager, Fairtec AG, Kirchstrasse 38, 2540 Grenchen, Switzerland. WTD. P-71407

3662—FRANCE—Manufacturer prominent in several industries including EDP and electronic equipment seeks manufacturing licenses in **EDP peripheral equipment, terminals, data preparation and similar devices.** In addition to above products firm produces guided missiles, ammunition and sports cars. Created in 1941, firm employs 2,740 and has plants at three locations, the EDP facility being situated at Velizy-Villacoublay. Engins Matra, Division Informatique, 78-Velizy-Villacoublay. WTD. P-71399

3840 — GERMANY — Manufacturer of **operating and massage tables** seeks license to expand present product line. Established in 1947. REZILA Aerztemoebel GmbH, 8a Muehlenbrinkweg, 491 Lage/Lippe, Germany. WTD P-71406

Licensing In U.S.

For additional information on opportunities to manufacture foreign firms' products in the U.S., write Commerce's Office of International Investment, BIC-874, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230, telephone: 202-967-2248, referring to the appropriate file number assigned each opportunity listed below.

2844—NETHERLANDS—An established Netherlands **cosmetic company** offers for manufacturing license: permanent-wave lotions, coloring products, neutralizers, powder bleaches, hair cure treatments, reconditioning, color setting, finishing hairsprays, setting lotions and instant conditioners. The company presently enjoys export sales to most European countries and holds a number of foreign licenses. **File 2081**

3552 — SWITZERLAND — A Swiss firm offers the manufacturing license for a **hand dryer for use in restaurants, hotels and public toilets.** The device uses warm air and flashes of absorbant material produced by a rotary rasp. It is claimed that the hand drying time is reduced to five seconds. **File 2076**

3567 — SWITZERLAND — A Swiss firm offers a manufacturing license for a **railway switch heating device** that covers both the switch and the concrete foundation with an automatic heating unit that can utilize oil, gas or electrical current. **File 2077**

3612—SWITZERLAND—An established Swiss firm offers a manufacturing license arrangement for their **full line of transformers** which include: single phased, water-cooled welding transformers; single phased, sealed, water-cooled welding transformers; high current rectifiers, power supply rectifiers, dry transformers, and others. **File 2082**

3693 — SWITZERLAND — A Swiss firm offers for manufacturing its newly developed **therapeutic apparatus for treatment of circulatory diseases** of extremities of the body. It operates through a combination of vibration, oscillation, modifications of air pressure, temperatures and application of ultra-violet rays, carbon dioxide, ozone and remote heat. It is presently being introduced in therapy centers and hospitals in Switzerland and other European countries. **File 2078**

3941—GERMANY—An old and well-established German firm offers licensing arrangements for its **scientific toys and experiment kits** to be made in the U.S. Their products are designed to capture the youth market that has grown due to increasing interest in the technical and natural sciences. **File 2079**

3999—SWITZERLAND—A newly-established Swiss company offers a manufacturing license for making a **permanently installed soap holder** on which a replaceable special soap is fixed. This type of holder, called "Rotary Soap Holder," is enjoying wide use in Europe. Manufacturing licenses for the soaps themselves are also being offered. **File 2080**

Licensing and investment proposals from foreign firms are listed in these columns. Specific product interests in each proposal are highlighted in bold type to facilitate identification and each proposal is preceded by the appropriate four-digit product number taken from the Standard Industrial Classification (SIC) Manual.

Background information on opportunities abroad and assistance on overseas investments are available from the Office of International Investment, U.S. Department of Commerce, BIC-878, Washington, D.C. 20230. "P" numbers should be used when responding to specific proposals.

For additional information on opportunities to manufacture foreign firm's products in the U.S., described under "Licensing In U.S.", write Commerce's Office of International Investment, BIC-874, or call 202-967-2248 referring to the File Number assigned each opportunity.

WTD indicates that a World Trade Directory Report containing financial and background information on the foreign firm is available for $2 from the Department of Commerce, BIC-924, Washington, D.C. 20230, or from any Commerce Field Office.

More Than 4,000 Ontario Firms Seek Licenses Or Joint Venture Partners

Over 4,000 Canadian manufacturers operating in the Province of Ontario have registered their interest with Canada's Department of Trade and Development in seeking out joint venture and licensing arrangements. These companies have a wide range of skills and capacities, and, being located in Canada's industrial heart land, can offer skills and distribution know-how to American companies seeking to further their activities in Canada's rapidly growing and prosperous economy.

The service offered is confidential and without charge and can be initiated by briefly outlining the products of interest, whether joint venture or licensing is preferred, and any other pertinent information which would be useful to a prospective partner. Interested parties should write to N. Probyn, Chief, American Section, Department of Trade and Development, 950 Yonge St., Toronto 285, Ontario.

Foreign Trade Opportunities

These trade opportunities are based on reports received from the U.S. Foreign Service by the Business Opportunities Staff and other units of the Bureau of Domestic Commerce (BDC), U.S. Department of Commerce, Washington, D.C. 20230. The commodities in which foreign firms have interest are indicated by the five-digit numbers and commodity classifications which are from the Standard Industrial Classification (SIC) Manual and the Numerical List of Manufactured Products, 1967 Census of Manufacturers, used extensively by Government and industry.

U.S. firms should be aware that the listing in Commerce Today *of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the Department of Commerce pursuant to the Export Administration Act of 1969. Applicable export licensing regulations must be followed.*

Every effort is made to include only firms or individuals with good reputations. However, the Department cannot be responsible for any trade relations.

The mark (●) indicates that this trade opportunity is a request for bids by a foreign government agency. A (★) at the end means that additional information may be borrowed by U.S. firms from the individual division of BDC. To avoid delays, requests for loan material should specify the country, commodity and foreign government agency.

WTD indicates that a World Trade Directory Report containing financial and business background information on the foreign firm is available for $2 from the U.S. Department of Commerce, BIC-924, Washington, D.C. 20230, or any Commerce Field Office.

Direct Sales

Specific foreign firms have expressed interest in agency agreements for the products listed below. Exclusive agencies for these products are wanted only if specified.

Fruit, tree nut, vegetable farms

01230—FRENCH WEST INDIES—Green pepper, cabbage, other vegetable seeds. Correspondence requested in French. C.I.D.A., Attn: Félix Cordémy (importer, cooperative), 5, Rue de la République, Fort-de-France Martinique. WTD 2/71.

Fisheries

09120 — SWEDEN — Eel and salmon; fresh, frozen for smoking, canning. AB Ålexporten (importer, dist., mfr.), Box 61, S-290 20 Åhus. WTD 8/71.

Meat products

20118 — HONDURAS — All types of canned sausages. Sumesa, S. de R. L. (importer, dist., retailer), Avenida La Paz, Tegucigalpa. WTD in prep.

20138 — HONDURAS — Canned meats such as lunchmeat, ham, Spam or equal. Sumesa, S. de R. L. (importer, dist., retailer), Avenida La Paz, Tegucigalpa. WTD in prep.

Canning, preserving foods

20310—SPAIN—Canned, cured seafoods. Bolmar (importer, dist.), Mayor, 73, Madrid (13). WTD. 7/71.

20330—SPAIN—Canned fruits, vegetables. Bolmar (importer, dist.), Mayor, 73, Madrid (13). WTD. 7/71.

20334 — HONDURAS — All types of canned fruit juices, nectars, concentrates. Sumesa, S. de R. L., (importer, dist., retailer), Avenida La Paz, Tegucigalpa. WTD in prep.

20338—HONDURAS—All kinds of jams, jellies, preserves, in glass jars. Sumesa, S. de R. L. (importer, dist., retailer), Avenida La Paz, Tegucigalpa. WTD in prep.

20341—HONDURAS—Dried and dehydrated fruits, such as dates, figs, prunes, raisins, etc., packed in paper boxes. Sumesa, S. de R. L. (importer, dist., retailer), Avenida La Paz, Tegucigalpa. WTD in prep.

20350—SPAIN—Pickles, sauces, salad dressings. Bolmar (importer, dist.), Mayor, 73, Madrid (13). WTD 7/71.

20352 — HONDURAS — Pickles, other pickled products, such as pickled vegetables and meat, such as pickled pigs' feet. Sumesa, S. de R. L. (importer, dist., retailer), Avenida La Paz, Tegucigalpa. WTD in prep.

Grain mill products

20411 — HONDURAS — Wheat flour, packaged in 5 lb. and 2 lb. bags for household use. Sumesa, S. de R. L. (importer, dist., retailer), Avenida La Paz, Tegucigalpa. WTD in prep.

20416—HONDURAS — Grain mill products, such as rice and beans, packaged in 2 lb. and 5 lb. cellophane or plastic bags. Sumesa, S. de R. L. (importer, dist., retailer), Avenida La Paz, Tegucigalpa. WTD in prep.

20430—HONDURAS—All types of cereals, breakfast foods. Sumesa, S. de R. L. (importer, dist., retailer), Avenida La Paz, Tegucigalpa. WTD in prep.

20455 — HONDURAS — Prepared flour, flour mixes; cake mixes, pancake mix, bisquick. Sumesa, S. de R. L., (importer, dist., retailer), Avenida La Paz, Tegucigalpa. WTD in prep.

Bakery products

20521—HONDURAS—All types of biscuits, crackers, pretzels and snacks. Sumesa, S. de R. L., (importer, dist., retailer), Avenida La Paz, Tegucigalpa. WTD in prep.

Sugar

20610 — GERMANY — Raw cane sugar. Prices c.i.f. European ports. Direct purchase & agency, Westzucker GmbH (importer, dist.), 9-11 Toellnerstrasse, 46 Dortmund. WTD 8/71.

20620—GERMANY—Refined cane sugar. Prices c.i.f. European port. Direct purchase & agency, Westzucker GmbH (importer, dist.), 9-11 Toellnerstrasse, 46 Dortmund. WTD 8/71.

20620—HONDURAS—Refined cane sugar, byproducts, such as Domino confectioner's sugar, brown sugar, etc., packed in 1 lb. paper boxes. Sumesa, S. de R. L., (importer, dist., retailer), Avenida La Paz, Tegucigalpa. WTD in prep.

Confectionery

20716—HONDURAS—Salted nuts, peanuts, mixed nuts, walnuts, etc., packed in tins. Sumesa, S. de R. L. (importer, dist., retailer), Avenida La Paz, Tegucigalpa. WTD in prep.

20722—HONDURAS — Chocolate candy, in boxes, individual wrappers, such as Milky Way, Baby Ruth, Fifth Avenue (Mars). Sumesa, S. de R. L., (importer, dist., retailer), Avenida La Paz, Tegucigalpa. WTD in prep.

20730—HONDURAS—All types of chewing gum. Sumesa, S. de R. L., (importer, dist., retailer), Avenida La Paz, Tegucigalpa. WTD in prep.

Beverage industries

20820 — HONDURAS — All kinds of canned beer. Sumesa, S. de R. L., (importer, dist., retailer), Avenida La Paz, Tegucigalpa. WTD in prep.

20840 — GERMANY — Wines, all types. Prices c.i.f. European port. Direct purchase & agency. Westzucker GmbH (importer, dist.), 9-11 Toellnerstrasse, 46 Dortmund. WTD 8/71.

20840 — HONDURAS — Bottled wines, brandy, brandy spirits. Sumesa, S. de R. L., (importer, dist., retailer), Avenida La Paz, Tegucigalpa. WTD in prep.

20853 — HONDURAS — Bottled liquors, scotch whisky, bourbon, gin, rum. Sumesa, S. de R. L., (importer, dist., retailer), Avenida La Paz, Tegucigalpa. WTD in prep.

Food preparations

20932—HONDURAS—Vegetable cooking oils, such as Wesson Oil. Sumesa, S. de R. L., (importer, dist., retailer), Avenida La Paz, Tegucigalpa. WTD in prep.

20980 — HONDURAS — Macaroni, spaghetti, noodle products, packaged in ½ lb. and 1 lb. Sumesa, S. de R. L., (importer, dist., retailer), Avenida La Paz, Tegucigalpa. WTD in prep.

Broad woven fabric mills, cotton

22117—SOUTH AFRICA—Fabrics suitable for manufacture of swimwear, beachwear, jeans, T-shirts, shorts; latest fashion, designs. Vella Sportswear Ltd. (mfr.), 40/48 Evatt St., P.O. Box 585, Port Elizabeth, Cape Province. WTD 8/71.

Broad woven fabric mills, manmade fiber, silk

22218—SOUTH AFRICA—Fabrics suitable for manufacture of swimwear, beachwear, T-shirts, shorts, light-weight casual suits; latest fashion, designs. Vella Sportswear Ltd. (mfr.), 40/48 Evatt St., P.O. Box 585, Port Elizabeth, Cape Province. WTD 8/71.

Men's, Boys' Furnishings

23212—ITALY—Men's, boys' fancy multicolored, emblazoned, or lettered sport shirts, tee shirts, sweatshirts. AGIP, S.p.A. (mfr., retailer), Dr. Guglielmo Maria Pastore, Ufficio Promozionale, Piazzale Enrico Mattei 1, 00144 Rome. WTD 5/71.

23292 — ITALY — Men's, boys' vacation jackets, including windbreakers, motorcycle, hunting and boating jackets; ski and snow pants, leggings. AGIP, S.p.A. (mfr., retailer), Dr. Guglielmo Maria Pastore, Ufficio Promozionale, Piazzale Enrico Mattei 1, 00144 Rome. WTD 5/71.

Women's, misses', juniors' outerwear

23312—ITALY—Women's, misses', juniors' sophisticated, "pop" or psychedelic style sport shirts, tee shirts, sweatshirts. AGIP, S.p.A. (mfr., retailer), Dr. Guglielmo Maria Pastore, Ufficio Promozionale, Piazzale Enrico Mattei 1, 00144 Rome. WTD 5/71.

23374—ITALY—Women's, misses', juniors' ornate or "mod" jackets. AGIP, S.p.A. (mfr., retailer), Dr. Guglielmo Maria Pastore, Ufficio Promozionale, Piazzale Enrico Mattei 1, 00144 Rome. WTD 5/71.

Hats, caps, millinery

23522 — ITALY — Fancy, unusual hats, caps for vacationers. AGIP, S.p.A. (mfr., retailer), Dr. Guglielmo Maria Pastore, Ufficio Promozionale, Piazzale Enrico Mattei 1, 00144 Rome. WTD 5/71.

Apparel, accessories

23872 — ITALY — Cartridge belts; women's decorative belts to be sold separately. AGIP, S.p.A. (mfr., retailer), Dr. Guglielmo Maria Pastore, Ufficio Promozionale, Piazzale Enrico Mattei 1, 00144 Rome. WTD 5/71.

Sawmills, planing mills

24211—SPAIN—Lumber, rough. Correspondence requested in Spanish/French. Francisco Estelles, S.A. (importer, dist.), Marqués de Zenete, 21, Valencia (7). WTD 6/71.

24212—SPAIN—Lumber, dressed (American varieties). Correspondence requested in Spanish/French. Francisco Estelles, S.A. (importer, distr.), Marqués de Zenete, 21, Valencia (7). WTD 6/71.

Books

27313 — BRAZIL — Technical, scientific, professional books. Mestre Jou S.A. Importação e Comércio (importer, dist., retailer), Rua Martins Fontes 99, Caixa Postal 5682, São Paulo, SP. WTD 5/71.

27315 — BRAZIL — Paperback novels. Mestre Jou S.A. Importação e Comércio, (importer, dist., retailer), Rua Martins Fontes 99, Caixa Postal 5682, São Paulo, SP. WTD 5/71.

Industrial chemicals

28123—ARGENTINA — Sodium hydroxide melted and in scales. Droguería Córdoba, S.A. (dist.), Chacabuco 74, Córdoba, Prov. Córdoba. WTD in prep.

28124—ARGENTINA — Potash, caustic. Correspondence requested in Spanish, but English acceptable. Droguería Córdoba S.A. (dist.), Chacabuco 74, Córdoba, Prov. Córdoba. WTD in prep.

28151—TURKEY—3,000 metric tons hot pressed crude naphthalene, melting point 78.5°C, humidity 0.1%, sulphur 0.1%. Plastifay Kimya Endüstrisi A. S. (mfr.), Kagithane, Cendere Yolu 35, Istanbul. WTD in prep.

28181—ARGENTINA — Citric acid and methylene chloride. Correspondence requested in Spanish, but English acceptable. Droguería Córdoba S.A. (dist.), Chacabuco 74, Córdoba, Prov. Córdoba. WTD in prep.

28191—ARGENTINA—Ammonium compounds. Correspondence requested in Spanish, but English acceptable. Droguería Córdoba S.A. (dist.), Chacabuco 74, Córdoba, Prov. Córdoba. WTD in prep.

28197—ARGENTINA—Sodium hydrosulphite. Correspendence requested in Spanish, but English acceptable. Droguería Córdoba S.A. (dist.), Chacabuco 74, Córdoba, Prov. Córdoba. WTD in prep.

Soap, detergents, cleaning preparation, perfumes, cosmetics

28423 — GERMANY — Floor cleaning preparations, rug and upholstery cleaning preparations. Direct purchase & agency. Paul Geissler (importer, dist., agent), Parkweg 40, Postf. 99, 6718 Gruenstadt/Pfalz. WTD 7/71.

Agricultural chemicals

28712 — PAKISTAN — Fertilizer, MAP-12-52, approx. 60,000 tons. Requests quotations, terms of delivery, payment. Zaminos (importer, dist.), 106-107, 1st. Floor, WAPDA House, Shahrah-e-Quaid-e-Azam, Lahore. WTD in prep.

Paving, roofing materials

29523 — GERMANY — Asphalt siding board and balcony facings. STAKUSIT-Stahl-Kunststoff GmbH & Co. KG, (importer, dist.), 10 Hauptstrasse, 4307 Kettwig. WTD 2/71.

Fabricated rubber products

30691—GERMANY—Conveyor belts and belting, rubber. G.W. Schauenburg & Sohn GmbH, (dist., mfr.), 1 Sandstr., 433 Muelheim/Ruhr. WTD 6/71.

30692—GERMANY—Rubber hose, tubing. G.W. Schauenburg & Sohn GmbH, (dist. mfr.), 1 Sandstr., 433 Muelheim/Ruhr. WTD 6/71.

30695—GERMANY—Rubber, molded and adhered to metal. G.W. Schauenburg & Sohn GmbH, (dist., mfr.), 1 Sandstr., 433 Muelheim/Ruhr. WTD 6/71.

Plastic products

30795 — GERMANY — Plastic products, industrial (profiles, sheets, sealings). G.W. Schauenburg & Sohn GmbH, (dist., mfr.), 1 Sandstr., 433 Muelheim/Ruhr. WTD 6/71.

30796—GERMANY — Construction plastics products, especially siding board, balcony facings STAKUSIT-Stahl-Kunststoff GmbH & Co. KG, (importer, dist.), 10 Hauptstrasse, 4307 Kettwig. WTD 2/71.

Handbags, other personal leather goods

31720 — ITALY — Travel kits, vanity cases. AGIP, S.p.A. (mfr., retailer), Dr. Guglielmo Maria Pastore, Ufficio Promozionale, Piazzale Enrico Mattei 1, 00144 Rome. WTD 5/71.

Glass products

32315—ITALY — Automotive internally controlled side-view mirrors. AGIP, S.p.A. (mfr., retailer), Dr. Guglielmo Maria Pastore, Ufficio Promozionale, Piazzale Enrico Mattei 1, 00144 Rome. WTD 5/71.

Pottery, related products

● **32600 — PAKISTAN** — Supply of plumbing and toilet fixtures, including 83 wall-hung lavatories, 52 drinking fountains, 43 wall-hung urinals, 24 squat urinals, 32 squat-type toilets, 28 Western-type toilets and 8 slops sinks (Tender No. AU/MEC/IDA/87-Pak/70-71). These should be made of white vitreous china of the highest quality available. Bid deadline, Oct. 5. Purchasing authority: Project Director, East Pakistan Agricultural Univ., Mymensingh, East Pakistan (Cable: "AGRIVARSITY," Mymensingh). Tender documents are available for Rs. 20/-or its dollar equivalent (not refundable) from the tender issuing authority. A set of these documents may be viewed in Room 5893 of the Construction and Engineering Div., U.S. Dept. of Commerce, Washington. The procurement will be financed by IDA Credit No. 87-Pak.

Abrasive, asbestos, nonmetallic mineral products

32924 — GERMANY — Asbestos-cement shingles, clapboard, balcony facings. STAKUSIT-Stahl-Kunststoff GmbH & Co. KG, (importer, dist.), 10 Hauptstrasse, 4307 Kettwig. WTD 2/71.

32927 — GERMANY — Asbestos textiles. G.W. Schauenburg & Sohn GmbH, (dist., mfr.), 1 Sandstr., 433 Muelheim/Ruhr. WTD 6/71.

Steel mill products

33129—GERMANY—Press and hammer steel forgings. Direct purchase & agency. Dahlhaus & Neuhoff KG (dist.), 120 Borussiastr., 46 Dortmund-Kley. WTD in prep.

Rolling, drawing, extruding of nonferrous metals

● **33500—ETHIOPIA**—Supply of 40,000 kgs. of wire copper weld 3.25 mm in diameter. (Copper covered steel wires). Tender No. 16/71. Bid deadline Oct. 28. Contact Imperial Board of Telecommunication of Ethiopia, P.O. Box 1047, Addis Ababa. Copies of tender available on a loan basis from the Copper Program, BDC-784, Washington, D.C. 20230 ★(Telephone 202 967-4718).

Cutlery, hand tools, hardware

34211—FINLAND—Table cutlery. Rake Oy, Attn: Mr. Ilpo Pukkinen, Commercial Dir. (importer, dist., retailer), Bulevardi 2, 00120 Helsinki 12. WTD 1/71.

342231 — FINLAND — Mechanics' hand service tools. Rake Oy, Attn: Mr. Ilpo Pukkinen, Commercial Dir. (importer, dist., retailer), Bulevardi 2, 00120 Helsinki 12. WTD 1/71.

34232 — FINLAND — Agricultural edge handtools, can openers, except electric, planes; chisels. Rake Oy, Attn: Mr. Ilpo Pukkinen, Commercial Dir. (importer, dist., retailer), Bulevardi 2, 00120 Helsinki 12. WTD 1/71.

34233 — FINLAND — Shovels, spades, scoops, telegraph spoons, scrapers; light forged hammers; steel goods, such as forks, hoes, rakes, weeders; woodworking files and rasps; electric soldering irons. Rake Oy, Attn: Mr. Ilpo Pukkinen, Commercial Dir. (importer, dist., retailer), Bulevardi 2, 00120 Helsinki 12. WTD 1/71.

34291 — FINLAND — Marine hardware. Rake Oy, Attn: Mr. Ilpo Pukkinen, Commercial Dir. (importer, dist., retailer), Bulevardi 2, 00120 Helsinki 12. WTD 1/71.

34293 — FINLAND — Insulated coolers, picnic jugs, chests, etc., portable. Rake Oy, Attn: Mr. Ilpo Pukkinen, Commercial Dir. (importer, dist., retailer), Bulevardi 2, 00120 Helsinki 12. WTD 1/71.

34293—ITALY—Picnic jugs, chests, coolers. AGIP, S.p.A. (mfr., retailer), Dr. Guglielmo Maria Pastore, Ufficio Promozionale, Piazzale Enrico Mattei 1, 00144 Rome. WTD 5/71.

34294—FINLAND—Door closers, checking devices; hinges and butts; cabinet hardware, locking devices, hangers, tracks, related items. Rake Oy, Attn: Mr. Ilpo Pukkinen, Commercial Dir. (importer, dist., retailer), Bulevardi 2, 00120 Helsinki 12. WTD 1/71.

34294—TURKEY—Cylindrical lock sets for hotel rooms, water-closets, bathrooms, offices, kitchen, warehouse. Taksim Otelcilik A.S., (hotel operation), Sheraton Oteli Insaati, Santiye Sefligi, Taksim, Istanbul. WTD in prep.

Heating apparatus

34331—GERMANY — Heat exchangers, steam condensers. Prices c.i.f. European ports. Direct purchase & agency. H.T.G. Gesellschaft fuer Heizungstechnik (importer, dist., agent), 61 Lueckerather Weg, 507 Bergisch-Gladbach. WTD in prep.

34333—GERMANY—Radiators, convectors. Prices c.i.f. European ports. Direct purchase & agency, H.T.G. Gesellschaft fuer Heizungstechnik (importer, dist., agent), 61 Lueckerather Weg, 507 Bergisch-Gladbach. WTD in prep.

34336 — GERMANY — Other heating equipment including parts, equipment of all kinds. Prices c.i.f. European ports. Direct purchase & agency. H.T.G. Gesellschaft fuer Heizungstechnik (importer, dist., agent), 61 Lueckerather Weg, 507 Bergisch-Gladbach. WTD in prep.

Fabricated structural metal products

● **34400—INDIA**—Supply two sets of each of following: marine condensers, star board side and marine condensers, port side. Both types should be of unmachined gun metal casting of water boxes and covers. Tender No. PPX/COND/1704, bid deadline Oct. 20. Tender documents at $3.35 each available at the Office of the Director, India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C. 20230. Mail all documents to Purchase Officer (VII), Heavy Electricals (India) Ltd., Bhopal, Madhya Pradesh, which is a Government-owned heavy electrical equipment producer.

34433 — SPAIN — Marine boilers, parts. Internacional de Servicios Industriales y Marítimos, S.L. (INSIMAR) (importer, dist.), Avda. de San Diego, 4, La Coruña. WTD 8/71.

34434—INDIA—Gas cylinders for compressed, liquefied and low pressure gases conforming to ICC (American) standards. Specifications available from Intl. Bus. Opportunities, BOS-584, Rm. 3515, U.S. Dept. of Commerce, Washington, D.C. 20230. Embee Corp. (importer, agent), 19 Bank St., Fort, Bombay 1. WTD in prep.

34435—GERMANY—Metal tanks, complete. Prices c.i.f. European ports. Direct purchase & agency. H.T.G. Gesellschaft fuer Heizungstechnik (importer, dist., agent), 61 Lueckerather Weg, 507 Bergisch-Gladbach. WTD in prep.

Fabricated metal products

34945—GERMANY—Flanges, all types. Direct purchase & agency. Dahlhaus & Neuhoff KG (dist.), 120 Borussiastr., 46 Dortmund-Kley. WTD in prep.

Engines, turbines

● **35100—CANADA**—Supply and install four Francis-type hydraulic turbines, complete with electro-hydraulic governors, rated at 171,000 British HP for Kootenay Canal Development, British Columbia. Contract No. KC-4, ref. CQ-57 80, bid deadline Oct. 12. Obtain tender documents from Manager, Purchasing Dept., British Columbia Hyde and Power Authority, 970 Burrard St., Vancouver 1, B.C. Price: $21.

● **35100—COLOMBIA**—Supply four Pelton turbines of 173,000 HP, four regulators, four intake globe valves and related auxiliary equipment. Contract No. CH-102, bid deadline Oct. 6. Project is Chivor Hydroelectric Plant. Contact Interconexion Electrica S.A., account no. 00203240 at Main Office of Banco de Bogota, Bogota. Specifications cost $100 for first set and $50 for each additional, neither cost is refundable. Inter-American Development Bank financing. All bids must be accompanied by guarantee bond for no less than 5 percent of value of offer. For details contact Interconexion, Calle 37, No. 8-43, Bogota.

35112—SPAIN—Marine turbines, parts. Internacional de Servicios Industriales y Marítimos, S.L. (INSIMAR) (importer, dist.), Avda. de San Diego, 4, La Coruña. WTD 8/71.

● **35100—PANAMA**—Design, manufacture and erection of one superheated steam generator, with capacity 160 tons per hour; and one steam turbine and 52,000 KVA alternating current generator with associated exitation equipment. Bid numbers 294 and 295 respectively, bid deadline Oct. 18 for each. IBRD loan. Specifications available for perusal at Panamanian Embassy, Washington, D.C., or Stone, Webster Consultants, 90 Broad St., New York. Complete set of proposals should be submitted to IRHE (Instituto de Recursos Hidraulicos y Electricicacion). Poly Building Ave., Justo Arosemena and Calle 27, or Post Office Box 5285, Panama. IRHE also source for purchase of documents, $100.

Farm machinery

35220—JAPAN — Cattle feeding equipment: automatic feeding system, silo loaders and unloaders, feed pelletizers, hay cubers, etc.; cattle handling, watering equipment: automatic under wash system, motorized backing gate system, barn cleaners, chopper pumps, manure agitators, organic irrigation systems, manure dehydrators, burners and deodorants, etc. Toyo Trading Co., Ltd. Kazuo Kinoshita, Asst. Mgr., Gen. Trade Dept. (importer, dist., agent), Daito Bldg., 2, 1-chome, Hongoku-cho, Nihombashi, Chuo-ku, Tokyo. WTD 2/71.

35228—ARGENTINA — Peanut shelling machine. Claudio Carril (peanut producer), Ciudad de la Paz 575, Buenos Aires. WTD in prep.

Construction, mining, materials handling machinery, equipment

35351—POLAND—Slurry cyclones, conveyors capable of handling 30 to 50 tons of coal per hr. & moving coal approx. one-half mile to height of 15 meters or about 50 ft. to firing ovens. Moszenica Coal Mines, Jastrzębie Zdroj (importer), Zygfryd Grabinski, Deputy Main Mechanic-Engineer, Wodzisław, Slesia.

Metalworking machinery

● **35400—BURMA** — Metalworking machinery, cutting tools, and grinding wheels, including: 60 sets of twist drills; 13 sets counterbores, reamers, countersinks; 30 high speed steel, and carbide tipped cutting tools; 36 cut-off tool holders; 14 milling cutters; 10 spur gear cutter sets; 130 aluminium oxide and silicon grinding wheels; 6 lathes, 750-5000 mm center to center distance; shaper-500 mm stroke length; vertical drilling machine; radial drilling machine; a planner; and a universal milling machine. Tender No. (64) (T) PF & C1B(S) (70-71) 1822, bid deadline Oct. 31. Secretary, Paper Factory & Chemical Industries Board, Rangoon. Copies of tender documents from Metalworking Program, BDC-774, U.S. Dept. of Commerce, Washington, D.C. 20230 ★(202 967-5652).

● **35400—BURMA** — Metallizing equipment—one set, complete with 1000 kg of different metallizing material. Tender No. (61) (T) PF & CIB(S) (70-71)/1819, bid deadline Oct. 31. Paper Factory and Chemical Industries Board, Rangoon. Copies of tender documents are available from Metalworking Program, BDC-774, U.S. Dept. of Commerce, Washington, D. C. 20230 ★(202-967-5652).

35481—INDIA—One continuous casting and rolling mill with annual capacity of 6,000 to 8,000 metric tons, for converting aluminum ingots and/or bars into rods of 9.5 mm (⅜") diameter. Equipment should include complete DC drive system including all motor sets, controls, boards, panels and equipment for synchronized operation of plant. Accessories such as smelting furnace, holding furnace, continuous casting wheel, rolling mill and coiling unit should be included in offer. Cable Corporation of India Ltd. (mfr.), Laxmi Bldg., 6 Shoorji Vallabhdas Marg, Bombay 1 BR. WTD in prep.

35481 — LIECHTENSTEIN — Four used or rebuilt high reversible rolling mills for stainless steel strip, width 1250 millimeter, initial thickness of strip 6 mm; final thickness 1 mm. Plus one used or rebuilt hot rolling rod mill for stainless steel. Hivag AG (consulting engineers), Heiligkreuz 490, P.O. Box 34601, FL-9490 Vaduz. WTD 8/71.

35485—MEXICO—Custom-designed and -built machinery to assemble linked steel conveyor belting aproximately 5″ wide. Belting used in glass industry, food-products handling. Correspondence requested in Spanish. Sr. Alberto Zambrano Sada, Chief, Forging & Foundry Dept. Fabricación de Maquinas, S.A. (dist., mfr.), Apartado Postal 656, Monterrey, N.L. WTD in prep.

Special industry machinery

35511—JAPAN—Milk meters, butter fat testers, protein testers, bacteria counters, mastitis prevention, etc. Toyo Trading Co., Ltd. Kazuo Kinoshita, Asst. Mgr., Gen. Trade Dept. (importer, agent), Daito Bldg., 2, 1-chome, Hongoku-cho, Nihombashi, Chuo-ku, Tokyo. WTD 2/71.

35513 — ARGENTINA — Machinery for boxing and tissue wrapping apples, pears. Correspondence requested in Spanish. Corpofrut (Sr. Gregorio Maza) (dist., exporter), Sarmiento 1947, Buenos Aires. WTD in prep.

35521—INDIA—Plant and equipment for expansion of existing rayon plant from 3000 metric tons to 6380 metric tons per annum. The Baroda Rayon Corp. Ltd., Attn: V.K. Shah, Mng. Dir. (mfr.), Great Western Bldg., 1st Floor, 130-132 Apollo St., Fort, Bombay 1. WTD in prep.

35521 — INDIA — Reconditioned textile plant consisting of 25,000 spindles, 500 looms together with preparatory sections (mixing room to weaving section and cloth processing machines). The Kohinoor Mills Co. Ltd., Attn: S. T. Shah, Executive (mfr.), Naigaum Cross Rd., P.O. Box No. 5570, Dadar, Bombay 14 DD. WTD in prep.

35531—JAMAICA—One combination saw sharpener for furniture work, 220V, 50 cycle, 3 phase. Quotation. c.i.f. Kingston. Things Jamaican Ltd., Attn: Charles Brammer (mfr.), Bumper Hall, Kingston. WTD 8/71.

35594—JAMAICA—One centrifugal pewter casting machine having centrifugal head casting 9″ and 12″ rubber molds up to 3″ thick. Quotation. c.i.f. Kingston. Things Jamaican Ltd., Attn: Charles Brammer (mfr.), Bumper Hall, Kingston. WTD 8/71.

35595 — JAMAICA — Clayworking machinery: one electric throwing wheel; one blounger; electrical requirements. 220 V, 50 cycle, 3 phase. Quotations. c.i.f. Kingston. Things Jamaican Ltd., Attn: Charles Brammer (mfr.), Bumper Hall, Kingston. WTD 8/71.

General industrial machinery

● **35600—IRELAND** — Supply, delivery and erection of boiler feed pumps, Tender No. B/D71/125/P/FWF and steam and feed pipework, Tender No. B/D71/125/P/FWF. Equipment to be used for the 250 mw. reheat units to be installed in the extensions to the generating stations at Tarbert, Co. Kerry and Pigeon House 'B', Dublin. Bid deadline Oct. 29. Chief Project Engineer, Electricity Supply Board, Lower Fitzwilliam St., Dublin 2. Specifications available on short-term loan basis to firms domiciled in the U.S. from the General Industries Division, BDC-772, U.S. Department of Commerce, Washington, D.C. 20230. Please specify the tender number of the specifications requested. ★(202 967-4317).

35642—JAMAICA — One self-contained dust collector with exhaust fan for ceramic glaze spraying operation; electrical requirements. 220 V, 50 cycle, 3 phase. Quotations. c.i.f. Kingston. Things Jamaican Ltd., Attn: Charles Brammer (mfr.), Bumper Hall, Kingston. WTD 8/71.

35662—GERMANY—Gears pinions and racks, unmounted; speed changers, industrial drives, gears. Prices c.i.f. European ports. Direct purchase & agency. Dahlhaus & Neuhoff KG (dist.), 120 Borussia Strasse, 46 Dortmund-Kley. WTD in prep.

35663—SPAIN—Marine gear transmission. Internacional de Servicios Industriales y Marítimos, S.L. (INSIMAR) (importer, dist.), Avda. de San Diego, 4, La Coruña. WTD 8/71.

35672—JAMAICA—One pewter furnace with melting pot (12″ depth and 9″ diameter) to accommodate 70 lbs. of tin, gas-operated preferred. Quotations. c.i.f. Kingston. Things Jamaican Ltd., Attn: Charles Brammer (mfr.), Bumper Hall, Kingston. WTD 8/71.

35690 — ARGENTINA — Industrial ice crusher-slingers. Request price quotations, technical specifications. José Deyacobbi S.A.C.I. (mfr.), Funes 1549, Mar del Plata, Provincia de Buenos Aires. WTD in prep.

Office, computing machines

35731—GERMANY—Static punched card readers; typing and punching machines; data processing machines. Prices c.i.f. European ports. Direct purchase & agency. Osthoff-Datentechnik (importer, mfr., agent), 27 Ottweiler Str., 4 Duesseldorf. WTD 6/71.

Service industry machines

35850 — NETHERLANDS — Water and air pollution control appliances, equipment. N.V. Technisch Bureau Beuker, Attn: W. J. Beuker (importer, dist., agent), 524 Keizersgracht, Amsterdam. WTD 7/71.

35851 — GERMANY — Heat transfer equipment. Prices c.i.f. European ports. Direct purchase & agency. H.T.G. Gesellschaft fuer Heizungstechnik (importer, dist., agent), 61 Lueckerather Weg, 507 Bergisch-Gladbach. WTD in prep.

35851 — NETHERLANDS — Air-conditioning equipment & systems. Exclusive representations for Netherlands or Western Europe. N.V. Technisch Bureau Beuker; Attn: W.J. Beuker (importer, dist., agent), 524 Keizersgracht, Amsterdam. WTD 7/71.

35852 — NETHERLANDS — Air-conditioners, room and unitary. Exclusive representations for Netherlands or Western Europe. N.V. Technisch Bureau Beuker; Attn: W.J. Beuker (importer, dist., agent), 524 Keizersgracht, Amsterdam. WTD 7/71.

Electric transmission, distribution equipment

● **36100 — AUSTRALIA** — Supply 132 KV indoor metalclad switchgear for Lindfield Switching Station and Beaconsfield West Station. Tender No. 2312, bid deadline Oct. 11. Specification available for review at U.S. Department of Commerce, Room 5898C, Power and Electrical Equipment Program, Washington, D.C. 20230. ★(202-967-5585), or contact The Manager and Secretary. Electricity Commission of New South Wales, Box 5257, G.P.O., Sidney, NSW 2001.

● **36100 — IRAN** — Supply 25 power transformers with ratings 63/20 KV, 30 MVA. Reference IB/PT/02.71, bid deadline Oct. 23. Purpose is expansion Tehran Regional Electric Company transmission and distribution system. Estimated cost of transformers $1 million. Documents available from Tehran Regional Electric Co., Jaleh Square, Tehran, at $27 per set.

● **36100—IRAN**—Tehran Regional Electric Co. invites tenders for purchase of 25 power transformers of 63/20 KV and 30 MVA ratings. Total project estimated at $1 million. Documents available from Tehran Regional Electric Company, Jaleh Square, Tehran, Iran, for 2000 rials per set (U.S. $1.=76.25 rials). Inquiry Reference IB/PT/02.71, bid deadline Oct. 23.

● **36100—THAILAND**—Supply 7 sets of 69 KV current transformers, outdoor post type, 2 cores. Tender No. MEA-PSD-252, bid deadline Oct. 4, Contact Purchases & Stores Department, Metropolitan Electricity Authority, 121 Chakpet Road, Bangkok 2, Thailand. Specifications available on loan basis from U.S. Department of Commerce, Power Program BDC-776, Rm. 5898c, Washington, D.C. 20230. ★(Telephone 202-967-5585).

● **36100—THAILAND**—Supply of 35,000 units of kilowatt hour meters, single phase two-wire, 220 volts A.C., 50 cycle, and 70,000 units of terminal adapters for use with kilowatt hour meters. Tender No. MEA-PSD-253, bid deadline Oct. 11. Invited by Purchases & Stores Department, Metropolitan Electricity Authority, 121 Chakraphet Rd., Bangkok 2. Thailand. Terms and specifications available on short term basis from the Business & Scientific Equipment Div., BDC-708, U.S. Department of Commerce, Washington, D.C. 20230. ★(Telephone: 202-967-2939).

● **36100—THAILAND**—Supply following instrument transformers for transmission line and substation expansion project: (a) 4-11 KV PT, 22-22 KV PT, 11-33 KV PT, 3-11 KV CT 100/200:5A; (b) 3-11 KV CT 200/400:5A; (c) 30-22 KV CT 200/400:5A; (d) 3-22 KV CT 300/600:5A; (e) 3-22 KV CT 75/150:5A; (f) 3-33 KV CT 100/5:5A; (g) 11-33 KV CT 150/300:5A; (h) 28-69 KV CCPD: (i) 1-69 KV CCPD; (j) 64-115 KV CCPD; (k) 7-115 KV CCPD; (1) 3-115 KV CCPD; (m) 18-115 KV CCPD; (n) 21-230 KV CCPD, and (o) 19-230 KV CCPD. Tender No. A008, bid deadline Oct. 26. Tender documents available at $50 per set at Electricity Generating Authority of Thailand, Nonthaburi, Foreign Purchasing Sect., Procurement Division, Supply Procurement Dept. Only bids from suppliers in member countries of the Asian Development Bank will be considered. Additional information, contact Royal Thai Embassy, 2300 Kalorama Road, NW., Washington, D.C. ★(202-332-2539)

● **36100—ZAMBIA**—Supply, deliver and erect following extensions to 330 KV transmission system: (a) single circuit 330 KV transmission line, between Kafu Town and Leopards Hill; (b) 330 KV isolators with primary and secondary communications equipment, 220 KV switchgear rated at 3,500 MVA or 5,000 MVA and associated equipment; (c) 120 MVA 330/220 KV autotransformer for Kafu Town substation. Each section will be covered by separate tender documents. Apply to Secretary, Zambia Electricity Supply Corporation, Ltd., P.O. Box 40 Lusaka, with a copy to Corporation's Electrical & Mechanical Consulting Engineers—Messrs. Merz & McLellan, P.O. Box 1962, Lusaka.

Electrical industrial apparatus

36230—INDIA—One flash butt welding machine. Khandelwal Builders Private Ltd. (manufacturer, civil engineering contractor and builder, Khandelwal House, Linking Rd., Off Malad Marve Rd., Near Mitt Chock, Malad West, Bombay 64. WTD in prep.

Communication equipment

● **36600—BRAZIL**—Supply of automatic private branch telephone exchanges, telephones, telephone cable, and public address system. Purchase will be made with funds provided under a World Bank loan. Interested firms may obtain bid specifications from FURNAS—Centrais Electricas S.A., Directoria de Contratos e Suprimentos, Departamento de Contratos, Rua Real Grandeza 219-10 Andar, Rio de Janeiro.

● **36600—KOREA**—Supply of a solid-state very-high-frequency television translator with accessories. Invitation No. KFX-71156-PI, bid deadline Sept. 24. Copies of tender announcement and specifications are available from the Procurement Attache, Korean Consulate General, 9 E. 80th St., New York or on a short-term loan basis to firms located in the U.S. from the Communications and Electronics Div., BDC-720, Room 4320, U.S. Department of Commerce, Washington, D.C. 20230. ★(Telephone: 202-967-4823).

36623 — ARGENTINA — Radio paging equipment (return call). Aries Ambiental (importer), Alsina 19, piso 5°, oficina 5, Bahia Blanca, Prov. Buenos Aires. WTD in prep.

Electrical machinery, equipment, supplies

● **36900—ALGERIA**—Supply (41) lead acid storage batteries, accessories and additional elements. Tender No. DAG/3/AO, bid deadline Oct. 16. Contact following Algerian agency: Monsieur le Directeur de l'Administration Generale, Sous-Direction des Marches et du Materiel—Bureau 234, Ministere des Postes et Telecommunications, 4, Boulevard Salah Bouakouir, Algiers. Indicate marked, "Soumission pour la fourniture de Batteries d'Accumulateurs." For additional information contact Algerian Embassy, Washington, D.C. 20230.

Motor vehicles, equipment

37141 — GERMANY — Parts, accessories for motor vehicles. Direct purchase & agency. Dahlhaus & Neuhoff KG (dist.), 120 Borussiastr., 46 Dortmund-Kley. WTD in prep.

Instruments for measuring, controlling, physical characteristics

38213—AUSTRIA—Positive replacement meters for oil and petrochemicals with high temperatures, also temperature compensated, high accuracy ± 0.5% or better. Ing. Oswald Feuerwerk, (importer, dist., agent), Zaunergasse 16, P.O. Box 32, A-1037 Vienna. WTD 8/70.

38213 — GERMANY — Cryogenic and vacuum equipment. Prices c.i.f. European ports. H. Erben GmbH, (dist., agent), 4 Teutonenstrasse 4 Duesseldorf. WTD 8/71.

38213—POLAND—Instruments for gas analysis for determining proper amount of coal for firing kettles. Analysis must be rapid for efficiency of coal burning; interval of 15 to 30 seconds top tolerance. Moszenica Coal Mines, Jastrzębie Zdroj (importer), Zygfryd Grabinski, Deputy Main Mechanic-Engineer, Wodzislaw, Slesiaż.

Surgical, medical, dental instruments

38410 — SPAIN — Surgical instruments, orthopedic instruments, diagnostic apparatus, anesthesia apparatus and oxygen tents, transfusion equipment. Electrónica Médica e Industrial, S.A. (importer, dist.), Reina, 37, Madrid (4). WTD 6/71.

38423—GERMANY—Protective clothing. G. W. Schauenburg & Sohn GmbH, (dist., mfr.), 1 Sandstr., 433 Muelheim/Ruhr. WTD 6/71

Photographic equipment, supplies

● **38600—KOREA**—Supply of 18 Sound Projectors (16-mm), 52 tape recorders, an electrostatic copier, and an offset duplicator. Tender No. KFX-71146-PI. Bid deadline Sept. 17, 1971. Invited by the Office of Supply, Government of the Republic of Korea, Seoul. Terms and specifications available on short term loan basis from the Business and Scientific Equipment Division, BDC-708, U.S. Department of Commerce, Washington, D.C. 20230. ★(Telephone: 202-967-2939).

Toys, amusement, sporting goods

39410—ITALY—Novelty games, toys, puzzles, including such items as "space walkers", "scoop and toss", "rocket-plane launch set". AGIP, S.p.A. (mfr., retailer), Dr. Guglielmo Maria Pastore, Ufficio Promozionale, Piazzale Enrico Mattei 1, 00144 Rome. WTD 5/71.

39493—ITALY—Winter and nautical sports equipment, accessories, with maximum retail value of $25.00. AGIP, S.p.A. (mfr., retailer), Dr. Guglielmo Maria Pastore, Ufficio Promozionale, Piazzale Enrico Mattei 1, 00144 Rome. WTD 5/71.

Manufacturing industries

39999 — ITALY — Ultrasonic equipment for aerosol therapy; other equipment, furnishings for barber shops, beauty salons; miscellaneous health care items. home massagers, facial saunas, related products. MEDEL Italiana S.n.c. (importer, dist., mfr.), Via Doberdo, 27 bis, 43100 Parma. WTD in prep.

Agencies

Specific foreign firms have expressed interest in agency agreements for the products listed below. Exclusive agencies for these products are wanted only if specified.

Field crop farms

01130 — VENEZUELA — Yellow, white corn in grain. Mr. Rivero River Rey Co. (agent), Apartado 61901-Este, Caracas. WTD 4/71.

Canning, preserving foods

20320—CANADA—All kinds of canned food specialties. Cosmopolitan Importers Ltd. (importer, food broker), 1070 Hamilton St., Vancouver, B.C. WTD 7/71.

Grain mill products

20420 — VENEZUELA — Alfalfa, flour. Mr. Rivero River Rey C.A. (agent), Apartado 61901-Este, Caracas. WTD 4/71.

20424 — VENEZUELA — Bird seeds. Mr. Rivero River Rey C.A. (agent), Apartado 61901-Este, Caracas. WTD 4/71.

Food preparations

20910 — VENEZUELA — Cottonseed oil, approx. 1,000 tons per mo. Mr. Rivero River Rey C.A. (agent), Apartado 61901-Este, Caracas. WTD 4/71.

Broad woven fabric mills, cotton

22110—JAMAICA—Cotton textiles used in manufacture of ladies, men's garments; chenille bedspreads. H. E. de Casseres & Sons, Attn: Steven H. deCasseres (agent), P.O. Box 329, 109½ Water Lane, Kingston. WTD in prep.

22116—HONG KONG—Upholstery fabrics. Asia Agencies (importer, dist., agent), 1/F, Rutton Bldg., 11 Duddell St., P.O. Box 469. Cable: DECOFURN. WTD 2/70.

22119—ISRAEL—Bath towels, toweling. M. Steinbock Metal Works Ltd. (dist., mfr., agent), 42 Shalma Rd., Tel Aviv. WTD in prep.

Broad woven fabric mills, manmade fiber, silk

22210 — HONG KONG — Polyester/wool suitings. Asia Agencies (importer, dist., agent), 1/F, Rutton Bldg., 11 Duddell St., P.O. Box 469. Cable: DECOFURN. WTD 12/70.

22210 — JAMAICA — Synthetic textiles used in manufacture of ladies, men's garments, especially suits, double knits. H. E. deCasseres & Sons, Attn: Steven deCasseres (agent), P.O. Box 329 109½ Water Lane, Kingston. WTD in prep.

22215 — HONG KONG — Printed rayon linings. Asia Agencies (importer, dist., agent), 1/F, Rutton Bldg., 11 Duddell St., P.O. Box 469. Cable: DECOFURN. WTD 12/70.

Narrow fabrics, other smallwares mills

22410 — JAMAICA — Textiles used in manufacture of ladies, men's garments. H. E. deCasseres & Sons; Attn: Steven H. deCasseres (agent), P.O. Box 329, 109½ Water Lane, Kingston. WTD in prep.

Floor covering mills, products

22720—ISRAEL—Bath rugs, mats. M. Steinbock Metal Works Ltd. (dist., mfr., agent), 42 Shalma Rd., Tel Aviv. WTD in prep.

Textile goods

22952—AUSTRIA—Chamois imitation leather (expanded vinyl cotton suede). Paul Peter Csango-Wolf, (agent), Charasgasse 8, A-1030 Vienna. WTD 9/70.

22982—AUSTRALIA—Manila, nylon, polyethelene ropes for yachts, other marine uses. Courtland Overseas Trading Co. (importer, dist., agent), P.O. Box 27, Bulleen, Victoria 3105. WTD 7/71.

Fabricated textile products

23920—NETHERLANDS—Bedspreads, scatterrugs, towels, etc., of coordinated materials, prints. Direct purchase or agency. A. R. van Es Handelsondernemning Agenturen (importer, dist., agent), 12a Maarnse Grindweg, P.O. Box 23, Maarn (Utr). WTD in prep.

Sawmills, planing mills

24212—SPAIN—Oregon lumber, dressed. María Serrulla Ripoill (agent), Almirante Cadarso, 8, Valencia (5). WTD 8/71.

Converted paper, paperboard products

26415—GERMANY—Copper laminated plastic film for electronic processing industry. Juergen Speer, Epoxy Products Europe (importer, dist., agent), 200 Darmstaedter Str., 6142 Bensheim-Auerbach. WTD 8/71.

Industrial chemicals

28181—PAKISTAN—Chemicals for use in textile industry. Requests catalogs, quotations, C.&F., Karachi. Allied Mercantile Syndicate (agent), Motan Bldg., Bunder Rd., Karachi-2. WTD in prep.

28183—AUSTRIA—Rubber-processing chemicals. Johann Apenzeller, (importer, agent), Kaerntnerstrasse 17, A-1010 Vienna. WTD 4/71.

28199—AUSTRIA—Chemicals for rubber, paint, varnish industries. Johann Apenzeller, (importer, agent), Kaerntnerstrasse 17, A-1010 Vienna. WTD 4/71.

28199—GERMANY—Anti-static coatings for electronic processing industry. Juergen Speer, Epoxy Products Europe (importer, dist., agent), 200 Darmstaedter Str., 6142 Bensheim-Auerbach. WTD 8/71.

Synthetic materials

28211—PAKISTAN—Plastic sheets in thickness of 10/1000" and above; widths of 48" and 54", plain, embossed and printed. Requests catalogs, quotations, C.&F., Karachi. Allied Merchantile Syndicate (agent), Motan Bldg., Bunder Rd., Karachi-2. WTD in prep.

28213—GERMANY—Thermoplastic resins. Correspondence requested in German. K.L. Hahn, Industrievertretungen, (importer, agent), Pfarrer-Mueller-Str. 36, 5161 Niederzier. WTD 8/71.

Soap, detergents, cleaning preparations, perfumes, cosmetics

28430—SWITZERLAND—Surface acting, finishing agents for metalworking industry. Industrie-Bedarf, AG, Attn: F.J. Neidhart (mfr., agent), Glattalstrasse 138, 8052 Zurich. WTD in prep.

28442—NIGERIA—Perfumes. TAIFEM Enterprises Ltd., (importer, dist., agent), 21-25 Yakubu Gowon St., P.O. Box 2951, Lagos. WTD 8/71.

Chemical products

28950—AUSTRIA—Carbon black. Johann Apenzeller, (importer, agent), Kaerntnerstrasse 17, A-1010 Vienna. WTD 4/71.

Tires, tubes

30112—VIET-NAM—Tires, tubes for trucks, pick ups. Catalogs, quotations requested. Mekomg Co. Ltd. (agent), 45 B Pasteur, P.O. Box 2458 Saigon. WTD in prep.

Plastic products

30790—SWITZERLAND—Novel sound and temperature insulating, prefabricated light weight wall panels for building industry, made from plastics, similar materials. J. P. Taric, Import-Export (agent), Chemin des Bouvreuils 12, 1012 Pully. WTD 8/71.

30795—GERMANY—Industrial plastics products. Correspondence requested in German. K. L. Hahn, Industrievertretungen, (importer, agent), Pfarrer-Mueller-Str. 36, 5161 Niederzier. WTD 8/71.

Flat glass

32110—SWITZERLAND—Novelty glass tiles, sheets, similar items for application by building industry (wall, floor coverings). J. P. Taric, Import-Export (agent), Chemin des Bouvreuils 12, 1012 Pully. WTD 8/71.

Glass, glassware

32292—VIET-NAM—Glass tubes for fluorescent, neon lights. Mekong Co. Ltd. (agent), 45 B Pasteur, P.O. Box 2458, Saigon. WTD in prep.

Pottery, related products

32610—ISRAEL—Bathroom accessories, plumbing fixtures' fittings, including towel racks, soap cups. M. Steinbock Metal Works Ltd. (dist., mfr., agent), 42 Shalma Rd., Tel Aviv. WTD in prep.

Abrasive, asbestos, nonmetalic mineral products

32913—SWITZERLAND—Special abrasive tools for metalworking industry (no powders). Industrie-Bedarf AG, Attn: F. J. Neidhart (mfr., agent), Glattalstrasse 138, 8052 Zurich. WTD in prep.

Rolling, drawing, extruding of nonferrous metals

33560—GERMANY—Nickel-chrome wire, very thin, for electrical, electronic application. Juergen Speer, Epoxy Products Europe (importer, dist., agent), 200 Darmstaedter Str., 6142 Bensheim-Auerbach. WTD 8/71.

33572—GERMANY—Copper or copper base alloy wire, very thin, for electrical/electronic application. Juergen Speer, Epoxy Products Europe (importer, dist., agent), 200 Darmstaedter Str., 6142 Bensheim-Auerbach. WTD 8/71.

Cutlery, hand tools, general hardware

34230—VIET-NAM—Hand tools including hammers, pliers, drills, wrenches, carpenters' vises. Catalogs, quotations requested. Mekong Co., Ltd. (agent), 45 B Pasteur, P.O. Box 2458, Saigon. WTD in prep.

Plumbing fixtures

34320—ISRAEL—Bath, shower fittings/fixtures (brass goods) including bath faucets, shower heads, popup drains. M. Steinbock Metal Works Ltd. (dist., mfr., agent), 42 Shalma Rd., Tel Aviv. WTD in prep.

Construction, mining materials handling machinery, equipment

35321—ARGENTINA—Ore concentrating equipment, ore and aggregate feeders. Exclusive agency. Fred Schaupp, TECNOMAC, S.A. (importer, agent), Cerrito 822, 9° piso, Buenos Aires. WTD in prep.

35322—ARGENTINA—Ore grinders, ore crushing hammer mills. Exclusive agency. Fred Schaupp, TECNOMAC (importer, agent), Cerrito 822, 9° piso, Buenos Aires. WTD in prep.

Metalworking machinery

35410—SWEDEN—Machine tools, metal cutting type. Wikman & Malmkjell Aktiebolag (importer, agent), Hantverkargatan 8, Fack, S-104 22 Stockholm 22. WTD 8/71.

35420—SWEDEN—Machine tools, metal forming type. Wikman & Malmkjell Aktiebolag (importer, agent), Hantverkargatan 8, Fack, S-104 22 Stockholm 22. WTD 8/71.

35441—SWITZERLAND—Special design metalworking tools of all kinds. Industrie-Bedarf AG, Attn: F. J. Neidhart (mfr., agent), Glattalstrasse 138, 8052 Zurich. WTD in prep.

35452—SWEDEN—Machinists' precision measuring tools. Wikman & Malmkjell Aktiebolag (importer, agent), Hantverkargatan 8, Fack, S-104 22 Stockholm 22. WTD 8/71.

35482—GERMANY—Pneumatic driven hand tools. Maerkisches Werk GmbH (dist., mfr.), Haus Heide, 5894 Halver/Westf. WTD 7/71.

35484—GERMANY—Automotive maintenance equipment. Maerkisches Werk GmbH (dist., mfr.), Haus Heide, 5894 Halver/Westf. WTD 7/71.

Special industry machinery

35513—JAMAICA—Poultry processing machinery, equipment. Quotations: c.i.f. Kingston. Bogues Brothers Ltd., Attn: Horace Bogues (importer, dist.), 66 East St., Kingston. WTD 3/71.

35521—ARGENTINA—Knitting machines: hosiery, circular (large), full fashioned. Uniontec Atlántica S.A. (Sr. Elíseo De Marinis) (agent), Florida 259, 2° Piso, Of. 221/222, Buenos Aires. WTD 8/71.

35591—GERMANY—Chemical manufacturing machinery, equipment and apparatus, including entire field. Triplan Ingenieur Gesellschaft mbH & Co. K.G. (agent, engineer office), 95 Koenigsteiner Str., 6230 Frankfurt/Main-Hoechst. WTD 7/71.

35595—ARGENTINA—Ampule filling, sealing machines, capsule filling machines, granulators, sachet fillers, other allied machines for pharmaceutical industry. Exclusive sales representative. Carlos J. Mayer (agent), Río de Janeiro 542, 1st. floor, Apart. D, Buenos Aires. WTD 9/70.

35595—FRANCE—Printed circuit machines. SCIENTECH (importer, agent), 11 ave. Ferdinand Buisson, 75-Paris 16. WTD 6/71.

General industrial machinery

35612—CANADA—Gear rotor type hydraulic motor for agricultural, mobile equipment. James Wright & Co. Ltd., Allan R. Moses, Pres. (dist.), P.O. Box 6190, Station "D", London, Ontario. WTD 2/71.

Office, computing, accounting machines

35731 — FRANCE — EDP: peripherals, terminals, data preparation, other similar equipment. Engins MATRA (importer, mfr., exporter, wholesaler), 4, rue de Presbourg, 75-Paris 16. WTD 1/71.

35731—GERMANY — Computer peripheral equipment such as data entries, disc memories, tape/tape converters, COM units, magnetic tape units, computer input/output units, terminals; software—computer cards, computer paper, discs; other supplies such as cabinets, containers for computer tapes, computer cards, computer microfilm systems, computer tape test and cleaning equipment. Lorenz EDV-Zubehoer und Bueromoebel G.m.b.H. (importer, dist., agent), 30 Koenigstrasse, D-7000 Stuttgart 1. WTD 5/71.

35733 — AUSTRIA — Accessories, parts, attachments for punched tape, cards equipment. Correspondence requested in German. Gerta Schoenbichler (importer, dist., retailer), Reichsstrasse 104, A-6804 Feldkirch. WTD 7/71.

35743 — CANADA — Parts, attachments for calculating, adding machines. Askim Corp. Ltd., Attn: Gordon P. Andrews, Pres. (dist., agent), 32 Lowbank Court, Willowdale, Ontario. WTD in prep.

35791 — CANADA — Addressing, dictating, duplicating, other office, store machines, N.E.C., dictating, check writing, recording accessories. Askim Corp. Ltd., Attn: Gordon P. Andrews, Pres. (dist., agent), 32 Lowbank Court, Willowdale, Ontario. WTD in prep.

Service industry machinery

35851 — HONG KONG — Dehumidifiers, domestic. Central Engineers Ltd. (importer, dist., agent), 8/F, Alexandra House, Des Voeux Rd. C., P.O. Box 56. Cable: CABOSTEGLE. WTD in prep.

35852—SINGAPORE—Air conditioners: room and unitary; split-systems; self-contained; aircool; watercool; packaged and air conditioning equipment. Charles Tan, Gen Mgr., Sunlite Enterprise (Pte) Ltd. (importer, dist., retailer), 768 North Bridge Rd., Singapore 7. WTD 5/71.

35857 — SINGAPORE — Automobile air conditioners. Charles Tan, Gen. Mgr., Sunlite Enterprise (Pte) Ltd. (importer, dist., retailer), 768 North Bridge Rd., Singapore 7. WTD 5/71.

35892—GERMANY—Floor cleaning machines, industrial type, including cleaning, shampooing machines for carpet flooring. Paul Geissler (importer, dist., agent), Parkweg 40, Postf. 99, 6718 Gruenstadt/Pfalz. WTD 7/71.

35892 — SWITZERLAND — Small water desalinating apparatus for industrial use; capacity of 1½ to 5 cubic meters per hr. FAIRTEC AG (dist., agent), Kirchstrasse 38, 2540 Grenchen. WTD in prep.

Electric transmission, distribution equipment

36112 — NIGERIA — Electronic equipment. TAIFEM Enterprises Ltd., (importer, dist., agent), 21-25 Yakubu Gowon St., P.O.B. 2951, Lagos. WTD 8/71.

Electrical industrial apparatus

36220—GERMANY—Programmable controllers for use in machine- and chemical industries. Prices c.i.f. European Ports. Ludwig Krohne KG, (dist., mfr., agent), 56 Blumentahlstr., 41 Duisburg. WTD in prep.

Household appliances

36393—HONG KONG—Heaters, domestic.. Central Engineers, Ltd. (importer, dist., agent), 8/F, Alexandra House, Des Voeux Rd. C., P.O. Box 56. Cable: CABOSTEGLE. WTD in prep.

Radio, television receiving sets

36515—CANADA—Public address systems. Askim Corp. Ltd., Attn: Gordon P. Andrews, Pres. (dist., agent), 32 Lowbank Court, Willowdale, Ontario. WTD in prep.

Communications equipment

36620—FRANCE—Detection apparatus: photo-electric cell-operated detection devices, radar "Dopler" type detection equipment, or equal, industrial closed circuit-television, graphic recorders, industrial controls: control, regulation, automation systems. B.E.T. Nothias J.L., Bureaux d'Etudes Techniques (mfr.), 29, rue Edouard Cannevel, 76—Saint-Nicolas d'Aliermont. WTD in prep.

36623 — HONG KONG — Burglar alarm system; domestic, industrial. Central Engineers Ltd. (importer, dist., agent), 8/F, Alexandra House, Des Voeux Rd. C., P.O. Box 56. Cable: CABOSTEGLE. WTD in prep.

36625 — NETHERLANDS — Echo sounders, similar marine, yaching equipment. Representations for Western Europe, especially Netherlands, Switzerland. Erco N.V. (importer, dist., agent), 27a Vliegheiweg, Huizen (N-H). WTD 10/70.

36626—FRANCE—Electronic automation systems for industrial machinery. La Commande Electronique (dist., agent, retailer), 5, villa des Entrepreneurs, 75-Paris 15. WTD 6/71.

36626—FRANCE—Elctronic automation systems for industrial machinery. B.E.T. Nothias J.L., Bureaux d'Etudes Techniques (mfr.), 29, rue Edouard Cannevel, 76—Saint-Nicholas-d'Alermont. WTD in prep.

Electronic components, accessories

36740 — SWITZERLAND — Solid state photoelectric cells, other solid state opto electronic devices. (importer, dist., agent), Duebendorfstrasse 333, 8051 Zürich. WTD 10/70.

36792 — SWITZERLAND — Tantalum capacitors. Metronic AG (importer, dist., agent), Duebendorfstrasse 333, 8051 Zurich. WTD 10/70.

Electrical machinery, equipment, supplies

36946 — VIET-NAM — Electrical equipment including condensers, power meters, water meters, switches. Mekong Co., Ltd. (agent), 45 B Pasteur, P.O. Box 2458, Saigon. WTD in prep.

36992—NIGERIA—Bells, alarm system. TAIFEM Enterprises Ltd., (importer, dist., agent), 21-25 Yakubu Gowon St., P.O.B. 2951, Lagos. WTD 8/71.

Motor vehicles, motor vehicle equipment

37111—JAMAICA—Motor hearse, fully equipped. Quotations: c.i.f. Kingston. Chinn's Commercial Agencies, Attn: Lloyd Chinn (importer, agent), 11 Three Views Ave., Kingston 10. WTD 8/71.

Transportation equipment

37992 — AUSTRALIA — Boat trailers winches, rollers. Courtland Overseas Trading Co. (importer, dist., agent), P.O. Box 27, Bulleen, Victoria 3105. WTD 7/71.

Engineering, laboratory, scientific research instruments

38112—FRANCE—New types of laboratory instruments, equipment priced between $4,000 and $10,000. SODEMI, Société d'Etudes des Métaux Industriels (dist., mfr., exporter), 19, ave. Carnot, 78—Croissy-sur-Seine. WTD 7/71.

38112 — SWITZERLAND — Soil testing, geophysical instruments, for laboratories, civil engineering, building trade, for testing of soil, rock, concrete, bitumen, water in laboratories or on building sites. BEVAC, Marcel Grangier (dist., agent), Route d'Yverdon 18, 1033 Cheseaux, Vaud. WTD 8/71.

38113—SWITZERLAND — Geophysical, civil engineering, building trade surveying instruments. BEVAC, Marcel Grangier (dist., agent), Route d'Yverdon 18, 1033 Cheseaux, Vaud. WTD 8/71.

Instruments for measuring, controlling, indicating physical characteristics

38210—ITALY—Automated parking lot equipment providing coded receipt on vehicle entry and capable of reading receipt and computing fees on departure. Systems or equipment to indicate when and/or where vacant slots available. Isothermic Swiss (importer, dist., agent), Via Zuretti 61, 20125 Milan. WTD 8/70.

38212 — GERMANY — Industrial liquid meters; pulse and batch meters; pulse transmitter systems; pollution meters; calorie meters. Agency for FRG, EFTA, European common market countries. Wassermesserfabrik Andrae & Co. (importer, mfr.), 48 Neue Ramtelstrasse, D-7250 Leonberg, Baden-Wuerttemberg. WTD 8/71.

38216—FRANCE—Industrial controlling instruments for automobile, iron and steel, other industries. SODEMI, Société d'Etudes des Métaux Industriels (dist., mfr., exporter), 19, ave. Carnot, 78—Croissy-sur-Seine. WTD 7/71.

38216 — SWITZERLAND — Civil engineering, geophysical measuring instruments, all kinds. BEVAC, Marcel Grangier, (dist., agent), Route d'Yverdon 18 1033 Cheseaux, Vaud. WTD 8/71.

Manufacturing industries

39941 — JAMAICA — Steel caskets for burial; fully trimmed. Quotations: c.i.f. Kingston. Chinn's Commercial Agencies, Attn: Lloyd A. Chinn (importer, agent), 11 Three Views Ave., Kingston 10. WTD 8/71.

German Firm Plans Major Purchases Of U.S. Products

Western Germany's top manufacturer of automotive equipment, Robert Bosch GmbH, a major supplier to Volkswagen, has indicated a desire to purchase up to $40-50 million per year of U.S. materials and sub-assemblies for use in its diversified manufacturing operations. In 1970, Bosch imported $9.7 million from the United States.

Bosch divisions throughout Germany, including those producing household electrical appliances and a variety of other non-automotive products, have been asked to develop detailed lists of their specific requirements for U.S. products, to be forwarded to the U.S. sales office of the Robert Bosch Corp., 2800 South 25th Ave., Broadview, Ill. 60153. This office will coordinate efforts to find U.S. suppliers interested in exporting to Bosch in Germany on a long-term basis. For further information and assistance, U.S. suppliers should contact their nearest Commerce Field Office.

A general listing of the product categories:

Aluminum, aluminum rolling, aluminum bars and sections, aluminum die castings, asbestos (chrysolite), axles, ball bearings and roller bearings, batteries (nickel cadmium), blades for hedge trimmers, bolts (various types), brass bands, brass pipes, carbon brushes, casting machines (cold chamber type pressure), clamps (auto battery), commutators, compressors (centrifugal).

Condensors, conductors, copper bands (copper pipes), copper wire, cord sets (electrical), cresol, cutting wheels, diamonds for industrial purposes, die castings, special (100 to 600 grams per unit), die castings (light metal), drills (carbide tipped), drill stands, electric cables (two and four cores, with plugs 0.75 to 1.50mm dia.), electric lamps up to 28V, electric motors according to European standards (IEC-Norm), electric motors for cameras and projectors, epoxy resins (polypropylene).

Ferrous alloys, fillister head screws according to DIN specifications, forgings, gasoline and diesel motors between 1 and 12 HP, gears, gear chucks (1 to 16mm), generators 0.5 to 3.0 KVA, glass (flat pressed) and coloured (yellow and red).

Halogen lamps, heads (combined) for playback and recording, heating panels (industrial radiant), heating units (electric cartridge type, round), hexagon head screws to DIN specifications, hexagon nuts to DIN specifications, hydraulic pumps.

Injection moldings made of polyamide resins 6 and 6.6, interference suppressors, laminated paper for insulation (phenol laminate), lamps (miniature), machine drives, magnesium die castings approx. 100 to 900 grams per unit, magnetic valves, magnets, magnet heads, manometers.

Measuring instruments, metal powder, metal turned parts according to specifications, milling cutters, motors (direct current electric), nuts (brass cold pressed), nuts (other types), photoelectric cells, plastic (technical products, seals, gaskets, etc.), polishing bonnets made of lamb skin, powdered metal products (parts), precision metal turnings (tempered hardened).

Pressboard, pressure regulators, pulse senders, punched (pressed and drawn parts), rectifiers, rectifiers (single crystal diodes), relays (small and large), relay timers, resistors, roller bearings, rotary wire brushes.

Rubber sheets, rubber goods (small technical-seals, gaskets, etc), rubber molded parts, safety valves, saws (circular), saw blades for circular saws, screws (various types), screw clamps (all steel), silenium rectifiers, shaded pole blowers.

Silicon rectifiers, spiral drills, springs (flat, leaf, spiral, wire, steel, stainless steel, and others), stampings according to specifications, stamped laminations, steel (corrosion and acid proof), switch contactors, switches (snap action toggle, push button, lever, etc.)

Taps, temperature regulators, temperature sensing and measurement sensors, thermometers, thermostats, thyristors, transformers, transformers (small according to specifications).

Tubing, vacuum cleaners (industrial), vacuum formed plastic goods (technical), vario (objectives for cameras and projectors), view finders, wire bars made of non-ferrous metals-tungsten (carbide, etc., and alloys for welding and soldering), wiper blades.

Bidders Asked To Qualify For Algeria Quay Project

Algeria's Director of Public Works has announced that an international tender with restricted competition will be issued by the end of 1971 for building the foundations for the quay of the wet dock at Annaba.

Companies interested in this project are requested to forward financial and technical references and details on similar or more important projects carried out in the previous ten years for approval to the Ministry; these should be directed to: Monsieur le Directeur des Travaux Publics et de la Construction de la Wilaya de Annaba, 12, Boulevard du 1 Novembre, Annaba, Algeria. Correspondence in French is required. Deadline for receipt of the above information is Sept. 18.

A copy of the official notice (in French) is available from the Construction & Engineering Div., BDC-742, U.S. Dept. of Commerce, Washington, D.C. 20230 (202-967-3602), and the U.S. Dept. of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102 (415-556-5868).

Brazilian State Of Bahia To Buy 41,000 Telephones

Brazil's Superintendencia Comerical De Telefones Da Bahia (Tebasa) has issued a tender for the supply of 41,000 telephones. Bid deadline is Oct. 4.

Copies of tender announcement and specifications are available ONLY from the Superintendencia Comercial De Telefones Da Bahia S.Q. (Tebasa) Travessa Joaquim Mauricio, Ed. Archimedes Gonsalves, 3 Andar, 4000 Salvador, Bahia, Brazil.

New Trade Lists

The Bureau of International Commerce has published the following Trade Lists of which mimeographed copies may be obtained by firms domiciled in the United States from BIC-924, Department of Commerce, Washington, D.C. 20230, and from Department of Commerce Field Office. The price is $1 per list for each country.

American Firms, Subsidiaries and Affiliates—Taiwan, August 1971

American Firms, Subsidiaries and Affiliates—Turkey, August 1971

Ghana Invites Participants In Low-Cost Housing Show

The Ghana Ministry of Works and Housing has announced that it will hold a **low-cost housing exhibit** in an outlying residential area of Accra (Kaneshie North) in November and December.

Basically, the Government wants housing firms to erect model houses, particularly in the $2,000-$3,500 price range and certainly not above $5,000. Some local construction firms already build such houses successfully from indigenous materials.

The Ministry says it would also welcome exhibits on low-cost housing techniques, and that it will provide a canvas tent where pictures and models can be displayed.

Copies of the announcement, which will provide some additional information, are available from the Construction & Engineering Div., BDC-742, U.S. Dept. of Commerce, Washington, D.C. 20230 (202-967-3602), and the U.S. Dept. of Commerce Field Office, 11444 Federal Bldg, 450 Golden Gate Ave., San Francisco, Calif. 94102 (415-556-5868).

Argentina Exempts Graphic Arts Machinery From Import Duties

Argentine Decree No. 2267 of July 8 exempts graphic arts machinery, accessories and spare parts from paying import duties, provided the goods to be imported are not produced in Argentina. This kind of machinery had been subject to an average import duty of 90% ad valorem.

Copies of the decree are available from International Business Opportunities, BOS-584, U.S. Department of Commerce, Washington, D.C. 20230 (202-967-4674)

Pakistan Amends Specification On Variety Of Equipment

The Director of Supply, Government of East Pakistan, 48 Motijheel Commercial Area, Dacca—2, has cancelled items 72 through 76 and 79 through 85 on pages 2, 3 and 4 of Tender No. S-11/193/68-69/IDA/B which has a bid deadline of 10 a.m., Oct. 15 (Published in *Commerce Today* 8/23/71, p. 68 and *Commerce Business Daily*, 8/6/71, p. 21). Copies of the specification and amendment are available from International Business Opportunities, BOS-584, Room 3515, U.S. Department of Commerce, Washington, D.C. 20230 (202-967-4674)

Other Foreign Official Tenders

ALGERIA—Direction Generale de la Sonelgaz invites tenders for the supply and installation of machinery and other equipment for the **manufacture of meters and counters** including household electric meters, water meters, and gas meters; oblique stopcocks for water meters; regulators; petroleum pumps; and compressors for service stations and irrigation terminals. Bid deadline Dec. 15. Copies of tender announcement and specifications are available from Direction Generale de la Sonelgaz, 2, Boulevard Salah Bouakouir, Alger, Algeria, upon payment of 300 DA (approximately $60).

BURMA—Chairman Cement Mills, Industrial Development Corp., invites tenders for supplying **cement bag manufacturing supplies** including: 1,385 metric tons of natural kraft bag paper; 25 metric tons of crepe paper tape for sewing cement bags; 1,260 kilograms of thread for sewing cement bags and 455 kilograms of glue for sealing bags. Closing date is Oct. 31. Copies of specifications and conditions are available from the Forest Products Division, BDC, Room 5099, U.S. Department of Commerce, Washington, D.C. 20230 (202-967-2738).

CHAD: The Government has issued an invitation for firms to bid on **construction of a teachers college** at Moundou at an estimated cost of $836,000. Materials must be bought from countries that are members of the World Bank or from Switzerland. The project should be completed within 14 months. Firms interested in this project must notify, in duplicate, the Directeur du Project Education, B.P. 776, Fort Lamy, not later than Sept. 14, of their intention to bid on the contract. Tenders must be submitted not later than Oct. 14, to the same address. All correspondence must be in French, and sent by registered mail. The dossier containing construction specifications and bid contract terms may be consulted at the Embassy of Chad, 1132 New Hampshire Ave., NW., Washington, D.C. 20037. Copies of the construction specifications and bid contract terms may be obtained from Cabinet Auber-Dufour-Viger, 7 quai Andre Citroen, at a cost of $172.72 payable in advance by check to Banque National de Paris, account number 4335, Dupleix-Dufour, Auber, Viger, 26 Bd. Grenelle, Paris XV. A copy of the letter requesting the dossier should be forwarded to the Directeur du Project Education.

GREECE—The Hellenic Telecommunications Organization has issued Tender No. 6800 for design, supply, construction, and installation of a **remotely controlled ship-to-shore HF communication system**. Bid deadline is Dec. 10. Copies of tender announcement and specifications are available from the Hellenic Telecommunications Organization S.A., 6 Klissovis, Athens for $7 plus airmail. A single copy is available on a short-term loan basis to firms located in the U.S. from the Communications and Electronics Division, BDC-720, Room 4320, U.S. Department of Commerce Washington, D.C. 20230. (202-967-4823).

GREECE—The Hellenic National Broadcasting and Television Institute has issued Tender No. 86 for the supply of **fifteen TV translators**. Bid deadline is Oct. 1. Copies of tender announcement and specifications are available from the Hellenic National Broadcasting and Television Institute, Service of Material, Procurement Section, 20 Geraniou, Athens or on a short-term loan basis to firms located in the U.S. from the Communications Division BDC-720, Room 4320, U.S. Department of Commerce, Washington, D.C. 20230 (202-967-4823).

ISRAEL—Prequalification questionnaires for the **Ayalon Highway** contract are available from Ayalon Highways Co., Ltd., P.O. Box 29355, Tel Aviv. The cable address is AYALONWAYS TEL AVIV. The project will have World Bank financing. Estimated costs for the flood regulation canal are I£ 20 million (I£ 3.50 equals $1). Prequalifications must be submitted by Sept. 30. Date might be extended a few days for serious firms.

KUWAIT—The Central Tenders Committee has announced the re-opening of tender registration for the **1,100 bed Mubarak al-Kabir Hospital**, which includes an outpatient department and other support facilities. All companies who previously registered should apply for re-registration. Applications and documents previously submitted to the Ministry of Public Works can be withdrawn. Registrations must be submitted to the Central Tenders Committee, Council of Ministers' Building, Kuwait, State of Kuwait, by noon, Oct. 9. Copies of the Registration Notice are available from the Construction and Engineering Division, BDC-742, U.S. Department of Commerce, Washington, D.C. 20230 (202-967-3602).

NEW ZEALAND—The national broadcasting corporation has extended the bid deadline on Tender No. M 1630/F10719 for the supply of **microwave TV relay equipment** from Sept. 4 until Sept. 28. See (*Commerce Today*, 8-23-71, p. 68) and (*Commerce Business Daily*, 8/6/71, p. 21).

SAUDI ARABIA—The Ministry of Communications has extended the deadline for prequalification on its **microwave system** from Aug. 31 to Sept. 30. See (*Commerce Today*, 7/26/71, p. 69) and (*Commerce Business Daily*, 7/21/71, p. 26).

THAILAND—Requests bids for furnishing **communication steel towers** for its transmission lines and substation project. Tender documents are available for sale at $25 per set of two copies from the Foreign Purchasing Section, Procurement Division, Supply and Procurement Department, Electricity Generating Authority of Thailand, Nonthaburi. Only bids from suppliers in member countries of the Asian Development Bank will be considered. Bid deadline is Oct. 13.

ABU DHABI—The Water and Electricity Council invites tenderers for the supply, construction, delivery, and maintenance of **water distribution pipelines and two steel water elevated tanks** at Abu Dhabi town. Tender documents can be purchased for 200 Bahraini Dinars (about $420), nonrefundable, from The Water Electricity Dept., P.O. Box 219, Abu Dhabi. The documents consist of three copies of instructions to tenderers, general and particular conditions, specifications, schedules and bills of quantities, plus one set of drawings. Offers should be submitted, along with completed tender document in duplicate, in sealed envelope, addressed to: The Secretariat, Planning Council Abu Dhabi. Offers should reach the Secretariat not later than Sept. 15. The purchasing authority does not bind itself to accept the lowest or any other tender.

SPAIN—The Government has issued Decree 1581 dated July 1, 1971 calling for proposals for the **construction of an integrated steel mill.** The Decree outlines all of the financial, technical, and administrative requirements which must be met by interested bidders as well as the required documents and collateral information to be submitted. Bids will be accepted at the Registry Office of the Ministry of Industry (Serrano, 37 Madrid-1) until noon on Oct. 30. Copies of the Decree (in Spanish) are available to firms located in the U.S. from the Metalworking Equipment Program, BDC-774, Room 5890, U.S. Department of Commerce, Washington, D.C. 20230 * (Telephone: 202-967-5652.)

PAKISTAN: The Government of East Pakistan invites bids for **automotive maintenance equipment** consisting of battery chargers, head light testers, timing lights, ignition oscilloscopes, millivolt meters, wattmeters, ohmmeters, variable capacitors, galvanometers, rheostats, potentiometers, terminal coils, laminated U-cross and core straights, magnetic starters, and other items. The Tender No. is S-11/193/68-69/IDA/A, and bid deadline is Oct. 30. Tender documents are available for five rupees (US $1 equals 4.76 Pak. Rupees) (not refundable) from the Director of Supply, Government of East Pakistan, 48 Motijheel Commercial Area, Dacca-2, East Pakistan. Cable: "SUPPLY", Dacca. The procurement will be financed by IDA Credit No. 87-Pak. One copy is available for review only at the Department of Commerce, BDC-708, Room 2329, Washington, D. C. 20230.

COLOMBIA: The Empresas Publicas De Medellin has issued a tender for the **supply and installation of telephone equipment**. Bid should offer telephone equipment for the expansion of the Medellin telephone system with two (2) "Tandem" exchanges and 52,000 lines distributed in 13 new groups. Copies of tender announcement and specifications are available from the Empresas Publicas De Medellin, Seccion De Importaciones, Edificio Miguel De Aguinaga Oficina 607, Medellin, against payment of 1,000 Pesos for the first copy and 500 pesos for each subsequent copy (U.S. $1=20 pesos)

COLOMBIA—The Instituto Colombiano de Energia Electrica—ICEL (Colombian Institute of Electric Power), has announced that the ICEL-BID sub-transmission and distribution plan, which will benefit the Departments (States) of Antioquia, Atlantico, Bolivar, Santander del Sur, Boyaca, Cauca, Cordoba, Cundinamarca, Huila, Magdalena, Meta, Narino, Sucre and Tolima, includes materials and equipment for the following **electric power installations:** Sub-transmission lines of 13.2, 33, 44, 66 and 115 KV, with an approximate length of 1,620 km; Seventeen receiving sub-stations, with an approximate total of 51 MVA; Primary lines for 127 cities and towns, with an approximate length of 935 km.; Secondary lines for 127 cities and towns, with an approximate length of 2,163 km.; Distribution transformers for 127 cities and towns, with an approximate total of 184,125 KVA; Public (street) lighting circuits for 127 cities and towns, with an approximate total of 1,600 km.; Acquisition and installation of approximately 268,850 electric light meters. Acquisition of equipment for line construction and maintenance; Acquisition of laboratory equipment. The duration of this Plan will be from 1971 to 1974. U.S. companies interested in participating in the tenders which will be issued for the supply of the aforementioned materials and equipment should register in the Unidad Ejecutora del Plan ICEL-BID (Performance Unit of the ICEL-BID Plan), by communicating directly with that Unit, as follows: Unidad Ejecutora del Plan ICEL-BID, Instituto Colombiano de Energia Electrica, Carrera 13 No. 27-00, Oficina 612, Bogota.

Visiting Buyers And Officials

ECUADOR — Winston Rumbea, Chem. Eng., Assistant Manager, Teneria Guayas Compania Anonima Mercantil, P.O. Box 956, Guayaquil, interested in contacting **sole leather shoe polish, and adhesive cement** manufacturers and requesting technical information. Aug. 7 via Miami for six weeks. c/o Alfredo Munoz, 1211 Ott Blvd., Allentown, Pa. 18104. Itinerary: Miami, Washington, New York, Allentown. WTD 6/68 on Curtiduria Guayas Compania Anonima Industrial under revision.

LEBANON—Elie Mourad, Etablissement Elie Mourad, P.O. Box 5173, Beirut, interested in purchasing **used cars and tires** and requesting technical information. Approx. Sept. 7 via New York for one month. c/o Teknor Apex Co., Pawtucket, Cincinnati, Los Angeles. WTD 7/71.

NORWAY—Nils Fredrik Elvsaas, manager of his own firm, 5045 Skjoldtun, interested in locating U.S. suppliers of **ship provisions and stores for cruise liners.** September via San Francisco for 8-10 days. c/o Clift Hotel, 495 Geary St., San Francisco, Calif. 94101. Itinerary: San Francisco, New York. WTD in preparation.

Brazil City Issues Tender For Garbage Incineration Plant

The Secretaria Municipal de Obras, Prefeitura Municipal de Belem, Avenida Governador Jose Malcher, 1623, Belem do Para, Brazil has issued a call for bids for the construction of a garbage incineration and/ or industrialization plant capable of handling 300 tons daily (Tender No. 02/71-SO). Bid deadline is Nov. 25.

Copies of the specifications (in Portuguese) are available from the Construction & Engineering Div., BDC-742, U.S. Dept. of Commerce, Washington, D.C. 20230 (202-967-3602), and the U.S. Dept. of Commerce: Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102 (415-556-5868).

Future Construction Abroad

ARGENTINA—The Argentine Atomic Energy Commission has announced that it will call for bids for the construction of a **600-mw. nuclear electric power plant** in the town of Rio Tercero, Province of Cordoba. The Commission has not preselected any specific type of nuclear power plant or contracting firm. It plans to draft the conditions and technical specifications for this tender together with prospective bidders. To do this, the Commission will stage a series of meetings every other Friday at 4 p.m. at their office. Owing to the relatively poor conditions of the roads between Buenos Aires and Rio Tercero, transportation of heavy or bulky equipment may present some difficulties. Therefore, the Commission would welcome any suggestion prospective bidders may have to overcome this problem. The Commission expects bidders to supply in their proposals complete technical specifications of the equipment offered and a thorough description of the services to be rendered, including financing terms. The formal call for bids will be made in about three months. The deadline for submission of bids is expected to be three to four months after the call for bids, while the awarding of the contract to the successful bidder will be made in the first half of 1972. The plant should be operational by 1977. U.S. firms interested in participating in this bid should correspond directly with the Argentine Atomic Energy Commission at the following address: Rear Admiral (r), Ing. Oscar Armando Quihillalt, Presidente de la Comision de Estudio para la, Construccion de la Central Atomica Rio Tercero, Comision Nacional de Energia Atomica, Av. del Libertador 8250, Buenos Aires.

CANADA—Construction of a **20-story, 148-room apartment building** at 1501 Haro St., Vancouver, is expected to commence in September. The building, which will cost about $2.4 million, will probably be completed by November 1972. Interested U.S. firms are invited to bid on supplies and equipment. They should direct their inquiries to: Dave James, Coordinator, Wilfred D. Buttjes, Architects, 1065 Howe St., Vancouver, B.C.

JAMAICA—Things Jamaican Ltd., a company owned by the Government of Jamaica, has been allocated $189,600 in grants and loans in the Government's Budget to promote and market its Jamaican products and expand its cultural activities. A grant of $72,000 is to meet the capital requirements of the cultural operations, and a loan of $36,000 will finance the purchase of equipment and machinery for the commercial operations. These include ceramics, pewterwork, leatherwork, straw goods, furniture and woodwork. A second loan of $81,600 is for the cost of **expansion, including catering equipment, of Devon House Restaurant.** For commercial and cultural operations U.S. firms should contact. John Hanna, General Manager, and Charles Brammer, Plant Supervisor, Things Jamaican Ltd., Bumper Hall Rd., Kingston, and for the expansion of Devon House, including new catering equipment to David Twiss, Shankland Cox Overseas, la Winchester Rd., Kingston 10.

DENMARK—It has been reported that a **plant for the production of PVC (polyvinyl chloride)** is expected to go into production in 1974. Behind the project are three European producers of plastic raw materials, Kema Nord, Sweden; Pechiney-Saint-Gobain, France; and Lonza, Switzerland. The plant will be located at Stignaes at the south-west coast of the island of Zealand, close to the Gulf Oil refinery plant. Building will begin during 1972. Details about capitalization and planned production capacity are not known at this stage, but it is expected that the plant will be able to meet the Danish requirements for PVC with sufficient surplus capacity to enter into the export market.

FINLAND—Finland's 1.2 million telephone subscribers are served by the National Board of Posts and Telegraphs and by 73 private companies. It is estimated that they will spend an average of nearly $60 million per year during the next ten years on the **installation of automated telephone exchanges** for present and future customers. There are other, longer-range plans for utilization of **transistorized and computer-controlled equipment**. While there is a preference for Finnish-made products if they are competitive, bids for major items are invited on an international basis. American manufacturers and exporters interested in receiving invitations to bid on future contracts are invited to write directly to: Veikko A. Johansson, Deputy Director General, National Board of Posts and Telegraphs, Helsinki.

FRENCH WEST INDIES—Construction of a **monorail system for the City of Fort-de-France** is under consideration. It is proposed to cover a distance of eight miles and be capable of carrying between 4,000-6,000 people per hour. Help Organization is the City planning and engineering firm which has worked up the project and they will handle the engineering if the final project is accepted. They estimate the project will cost two billion French francs. Construction is scheduled to begin at the end of 1973. Interested U.S. firms should contact: Help Organization, Petit Paradis, Schoelcher, Martinique, French West Indies.

DOMINICAN REPUBLIC—A decision has been made to begin construction of an **international airport** at a point east of the north coast port of Puerto Plata. The Government announced July 1 that construction was already underway by the firm Diaz-Toribio Engineers, with technical assistance from J. G. White Engineering Corp. of New York. The airport is to be 10,000 feet long and 60 meters wide and is to meet all the specifications of the ICAO. It is understood that the airport, estimated to cost $3 million, is to be financed out of the Government's own funds with no international lending involved. The Puerto Plata area is one of the two regions of the Dominican Republic having the greatest potential for future tourism development. Dominican officials often refer to Puerto Plata as having the potential of becoming their equivalent to Jamaica's Montego Bay.

International Business Reports

***Economic Growth Trends.* Free. *Economic Data Books.* East Asia (PB 190-285), and Near East and South Asia (PB 190-287), $3 each; Africa (PB 190-284) and Latin America (PB 190-286), $6 each. Published by the Agency for International Development, Washington, D.C.**

Each of these two AID series is published in four booklets, covering Africa; Latin America; East Asia; and Near East/South Asia.

A report in this section on July 26 gave the price of the Economic Growth Trends Booklets as $3 each; they are actually available free of charge.

The four regional Economic Data books contain basic economic and social data and trend statistics on 85 individual countries. Data categories include natural and human resources; transport, power and industry; foreign trade; production; GNP; domestic financial statistics; payments and reserves, and labor force. When ordering Economic Data books include identification number, shown above, with payment.

Write: National Technical Information Service, U.S. Department of Commerce, Springfield, Va. 22151.

Yearbook of the American Bureau of Metal Statistics. 1971. 148 pp. $7 ($7.25 Foreign).

Covers, for 1970 and prior years, mine production, smelter production, consumption, imports and exports and other statistics on a world-wide basis. Includes introductory texts on major nonferrous metals, reviewing the events of 1970; tables of metal prices, monthly and annual; lists of metallurgical plants and their capacities; general economic statistics of the United States and U.S. duties on principal ore and metal imports; plus other data, including table of production statistics by individual companies, both domestic and foreign.

Write: American Bureau of Metal Statistics, 50 Broadway, New York, N.Y. 10004.

1971 Korean Trade Directory. Published by the Korean Traders Association. 781 pp. $10 ($17 airmail).

Officials of U.S. firms doing or contemplating business in Korea should find this directory, the 13th annual edition, informative and of general interest. It is designed to provide statistics and information on Korea's international trade to businessmen engaged in export-import activities. The six sections cover Trade and Economy of Korea, List of Exports with Index, List of Imports with Index, List of Addresses, Laws and Regulations, and Statistical Tables.

Write: Korean Traders Association, I.P.O. Box 1117, Seoul, Korea.

Translations from Mainland China Press. Available on a subscription basis from the Clearinghouse for Federal Scientific and Technical Information. Annual rate $130 ($165 foreign).

Included in the subscription package are: Survey of Mainland China Press—a daily (five days a week) selection from newspapers, approximately 200 pages, issued weekly; Selections from Mainland China Magazines—selected articles from nontechnical periodicals, approximately 300 pages, issued monthly; Current Background—compilation of articles of varying length concerning a particular subject or topic, approximately 75 pages, issued irregularly; and Quarterly Index—a subject index of all material issued during the quarter, approximately 75 pages.

Write: Clearinghouse (152.12), U.S. Department of Commerce, Springfield, Va. 22151.

Calendar For World Traders

Sept. 15—Newark—"Profits in exports" meeting for small businessmen, conducted by Commerce Field Office at SBA Field Office, 970 Broad St.

Sept. 14—Chicago—Export seminar, Commerce Field Office.

Sept. 14—Chicago—Automotive Exporters Club, Builders Bldg.

Sept. 15—Chicago—Chicago Midwest Credit Management Assn., Bismarck Hotel.

Sept. 14—Kansas City—Exporters luncheon, noon, Continental Hotel. Sponsors: International Trade Club, REEC, Field Office.

Sept. 14—Kansas City—Conference on the Eximbank, 9 a.m.-4 p.m., First National Bank, 10th. & Baltimore. Sponsors: First National Bank, REEC, Field Office.

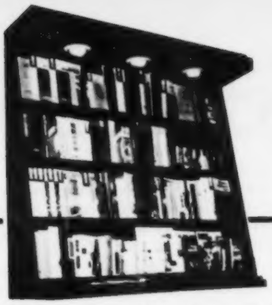
Sept. 21—New York FCIB Hardware-Automotive & Allied Trades Group luncheon meeting, Advertising Club, 12:30

Sept. 22—Omaha—Conference on the Eximbank, 9 a.m.-4 p.m., Omaha National Bank. Sponsors: Chamber of Commerce, Omaha National Bank, REEC.

Sept. 22-23—Ann Arbor, Mich.—Seminar on trade prospects with the People's Republic of China, Graduate School of Business Admin., U. of Michigan.

Sept. 23—Lincoln, Neb.—Conference on the Eximbank, 9 a.m.-4 p.m., First National Bank of Lincoln. Sponsors: Chamber of Commerce, First National Bank, REEC.

Sept. 23—Chicago—International Trade Club seminar on principles and techniques of exporting, 9 a.m.-6 p.m., LaSalle Bank Bldg.



New Publications

When ordering any publication, indicate title and series designation, if indicated, and make checks or money orders payable to the Superintendent of Documents. Orders should be sent to the U.S. Department of Commerce, Washington, D.C. 20230, or to any of its field offices.

OFFICE OF THE SECRETARY

Office of Minority Business Enterprise

OMBE outlook. June. Monthly publication providing information on the programs and activities of the Office of Minority Business Enterprise. Free.

DOMESTIC AND INTERNATIONAL BUSINESS

Bureau of Domestic Commerce

Authorized construction—San Francisco Bay Area: June (SF-C-). 6pp.

Marketing information guide. A monthly annotated bibliography. Annual subscription $4.50 ($1.25 additional for foreign mailing). Single copy 40¢.

Containers and packaging. Quarterly industry report. Vol. 24, No. 2. Annual subscription $1 (25¢ additional for foreign mailing). Single copy 25¢.

Construction review. Monthly industry report. Vol. 17, No. 7. Annual subscription $6.50. ($1.75 additional for foreign mailing). Single copy 55¢.

Bureau of International Commerce

Foreign Economic Trends

Annual subscription $15 ($6 additional for foreign mailing). Single copy 10¢.

Afghanistan (ET 71-081): 12pp. 10¢.

Togo (ET 71-082). 10pp. 10¢.

Sources of information on American firms for international buyers. Revised May 1971. 40pp. 30¢. Identifies sources of names, addresses, and commercial information on business firms in the U.S. and in its noncontiguous areas.

International Marketing Information Service

World Markets for U.S. Exports

Food processing and packaging machinery and equipment—Brazil (IMIS 71-215). 16pp. 10¢.

Food processing and packaging machinery—Central American Common Market and Panama (IMIS 71-216). 20pp. 10¢.

Food processing and packing machinery and equipment—Italy (IMIS 71-220). 12pp. 10¢

Food processing and packaging machinery and equipment—Jamaica (IMIS 71-221). 14pp. 10¢.

Industrial and scientific instruments—Israel (IMIS 71-228). 16pp. 10¢.

Industrial and scientific instruments—U.K. (IMIS 71-229). 16pp. 10¢.

Exhibitor's Export Market Guide

Fast-growing Japanese EDP demand offers good market to U.S. suppliers (IMIS 71-026). 8pp. 10¢.

Index to foreign production and commercial reports. No. 6. Free upon request. Order from Commercial Intelligence Division, BIC-924, U.S. Department of Commerce, Washington, D.C. 20230.

ECONOMIC AFFAIRS

Office of Business Economics

The U.S. balance of payments: revised presentation and first quarter 1971. Reprinted from June 1971 issue of Survey of Current Business. 70pp. 50¢.

Bureau of the Census

Minority-owned businesses: 1969 (MB-1). 184pp. $1.50. This study focuses on the economic characteristics of the principal minority groups.

Agriculture

Cotton ginnings: Aug. 1, 1971, consolidated cotton report (A10: 71-1). 1p.

1969 Census of Agriculture

The 1969 Census of Agriculture provides data for all farms. These data are now being issued, by county, with a state summary of the individual county reports for that state. Each report, 8pp; 25¢. Price for complete set of county reports (3,071 reports), $792. Price for complete set of state summary reports, including U.S. summary (51 reports), $12.75. The following state and county reports are now available:

Illinois (103 reports). $26.00.
Indiana (93 reports). $23.50.
Michigan (84 reports). $21.25.
Minnesota (88 reports). $22.25.
New Jersey (22 reports). $5.75.
Wisconsin (73 reports). $18.50.

Construction And Housing

Vacant housing units in the United States: second quarter 1971 (Series H-111, No. 65). Annual subscription (Series H-111 and H-121 combined), $1.50, foreign mailing $2.

Value of new construction put in place: June 1971 (C30-71-6). Annual subscription $2.50, includes monthly and annual supplement. Single copy, 25¢.

Construction expenditure of State and local governments: April-June 1971 (GC71, No. 2). 4pp. 10¢.

Housing vacancies (Series H-111), No. 65). Vacant housing units in the United States: second quarter 1971. Annual subscription (series H-111 and H-121, combined), $1.50, foreign mailing, $2.

Distribution And Services

Weekly retail sales. Estimated weekly retail sales of retail stores in the United States week ending Aug. 14 (CB 71-349). 2pp. 10¢.

Monthly selected services receipts: June 1971 (BS71-6). Annual subscription $1. Single copy 10¢.

Monthly wholesale trade: June 1971 (BW71-6). Annual subscription $1.50 (50¢ additional for foreign mailing). Single copy 15¢.

Monthly department store sales in selected areas: June 1971 (BD-71-6). Annual subscription $1. Single copy 10¢.

Canned food report—**estimates of distributors and canners stocks—July 1, 1971.** (CB 71-354). 2pp.

Foreign Trade

Puerto Rico and U.S. possessions: March 1971 (FT 800-71-3). Annual subscription $2.50 (75¢ additional for foreign mailing). Single copy 20¢.

Bunker fuels: June 1971 (FT 810-71-6). Oil and coal laden in the United States on vessels engaged in foreign trade. Annual subscription $1. Single copy 10¢.

Exports—commodity by country: May 1971 (FT 410-71-5). Annual subscription $33 ($8.25 additional for foreign mailing). Single copy $2.75.

Governments

Environmental quality control (State and local government special studies no. 57). 52pp. 50¢. Expenditure for selected large governmental units: fiscal year 1968-69.

Industry

Stocks of wool and related fibers: 1970 (Series: MA-22M(70)-1). 25 cents—$2 per year.

Manufacturers' shipments of office furniture: 1970 (Series: MA-25H(70)-1). 25¢ per copy.

Aircraft propellers: 1970 (Series: MA-37E(70)-1). 15 cents—$2.50 per year.

Vending machines (coin operated): 1970 (Series MA-35U(70)-1). 25 cents—$1 per year.

Steel power boilers: 1970 (Series: MA-34G(70)-1). 25 cents.

Mining machinery and equipment: 1970 (Series: MA-35F(70)-1). 25 cents.

Survey of the origin of exports by manufacturing establishments: 1969 (Series: MA-161(69)-3 Supplement). This report supplements the initial publication of export origin data (January 1971) and provides data on exports by Standard Metropolitan Statistical Areas, selected Congressional Districts and selected counties by value of exports.

Communication equipment: 1970 (Series: BDSAF-363B(70)-1). 2pp. 25¢.

Water use in mining (MIC67(1)-2). 56pp. 55¢.

Population

Farm population of the United States: 1970 (Series Census-ERS, P-27, No. 42). 12pp. 15¢.

1970 Census of Population and Housing General Demographic Trends for Metropolitan Areas, 1960-70—Final Reports

Delaware (PHC(2)-9). 24pp. 15¢.
Florida (PHC(2)-11). 44pp. 45¢.
Georgia (PHC(2)-12). 48pp. 35¢.
Kentucky (PHC(2)-19). 44pp. 25¢.
North Dakota (PHIC(2)-36). 28pp. 15¢.
Rhode Island (PHC(2)-41). 28pp. 15¢.

1970 Census of Population

Florida (PC(1)-A11). 60pp. 45¢.
Louisiana (PC(1)-A20). 44pp. 40¢.
North Carolina (PC(1)-A35). 56pp. 50¢.
Tennessee (PC(1)-A44). 48pp. 45¢.

SCIENCE AND TECHNOLOGY

National Oceanic and Atmospheric Administration

Monthly weather review. August 1971. Vol. 99, No. 8. Annual subscription $10.50 ($2.75 additional for foreign mailing). Single Copy $1.

Environmental Data Service

Mariners weather log. July 1971. Vol. 15, No. 4. Inquiries concerning distribution should be addressed to: Environmental Data Service, Gramax Building (D433) 8060—13th St., Silver Spring, Md. 20910.

Climatological Data. National Summary. Vol. 21. No. 13. Annual 1970. Subscription price: Monthly 20¢ and annual 40¢ per copy; yearly subscription, including monthly and annual issues $2.50 ($1 additional for foreign mailing).

National Ocean Survey

Preliminary determination of epicenters. Monthly listing. April 1971. Annual subscription $1.50 (50¢ additional for foreign mailing). Single copy 15¢. These reports list the approximate locations of earthquakes anywhere in the world.

Tide Tables: Europe and West Coast of Africa—including the Mediterranean Sea. 1971. High and low predictions for 1972. 214pp. $2. For sale by the National Ocean Survey and its agents.

Tidal Current Tables 1972: Atlantic Coast of North America. 1971. 200pp. $2. For sale by the National Ocean Survey and its agents.

Patent Office

California leads nation in number of patents granted inventors. EAT 71-5.

National Bureau of Standards

U.S. metric study interim report—international trade (SP 345-8). 188pp. $1.50. This publication, one of a series prepared pursuant to the U.S. Metric Study Act, evaluates the potential effects that a U.S. conversion to the metric system may have on the Nation's foreign trade.

U.S. metric study interim report—education (Spec. Publ. 345-6). 216pp. $1.75. This report attempts to present the educational advantages and disadvantages of both the metric and the customary systems of units.

Technical news bulletin. August 1971. Vol. 55, No. 8. Annual subscription $3 ($1 additional for foreign mailing). Single copy 30¢.

Construction of a flashlamp-pumped dye laser and an acousto-optic modulator for mode-locking (Tech. Note 603). 33pp. $1. In this paper is presented the design of a flashlamp-pumped dye laser capable of emitting light pulses 500 ns wide (FWHM) with a risetime of 300 ns.

An evaluation of positive displacement cryogenic volumetric flowmeters (Tech. Note 605). 134pp. $1.25. The operation and accuracy of the flow facility is briefly described. The performance of flowmeters on liquid nitrogen is described by reporting the precision and bias of the meters before and after an 80-hour stability test and by defining the existence of temperature, flow rate, subcooling, and time order (wear) dependencies.

Methods of measurement for semiconductor materials, process control, and devices: quarterly report—October 1, to December 31, 1970 (Tech. Note 592). 72pp. 50¢. This quarterly progress report describes NBS activities.

National Technical Information Service

Order the following reports on Government-sponsored research from: National Technical Information Service, 5285 Port Royal Road, Springfield, Virginia 22151. Make check or money order payable to National Technical Information Service. Price for each document is $3 unless otherwise specified (microfiche copies of all documents are 95¢).

Radiobiology (AD-725 980). Defense Documentation Center, Alexandria, Va., 177pp. BDC bibliography (with abstracts) containing references to reports dealing with the effect of artificial and natural radiation on the heart, lungs, nervous system, and other physiological systems.

Process and apparatus for making diamonds (N71-23775). NASA, George C. Marshall Space Flight Center, Marshall Space Flight Center, Ala., 22pp. Describes an inexpensive method of producing shock in graphite to synthesize diamond without using high explosives.

Inventory of major information systems and services in Science and Technology (PB-201 134). Organization for Economic Cooperation and Development, Paris. Paper, $6. 324pp. Lists major information systems, in government and in the private sector, which are designed as mechanized systems from either a search or storage viewpoint and to which general national access is possible.

Ground water management in development of a national policy on water (PB-201 536). National Water Commission, Arlington, Va., 198pp. Discusses importance of groundwater in the national water balance, some principles of groundwater-surface water relationships, and some aspects of groundwater hydrology and management.

An economic analysis of proposed schedules for removal of lead additives from gasoline (PB-201 133). Bonner and Moore Associates, Inc., Houston, Tex., For the Environmental Protection Agency, 233pp. Investigates economic impact of various gasoline removal schedules that vary in rapidity of lead removal and in the number of gasoline grades produced.

Legal impediments to international intermodal transportation: selected problems, options, and recommended solutions (AD-726 797). Study Group on Legal Aspects of Intermodal Transportation of the Maritime Transportation Research Board. National Academy of Sciences, Washington, D.C., 1971, 201pp. Emphasizes the areas of through rates and regulation, through documentation, and through responsibility and liability. Related aspects of the federal regulatory structure, antitrust considerations, international treaties and negotiations, and U.S. national transportation policy are discussed.

An analysis of nuclear-explosive gas stimulation and the program required for its development. (UCLR-50966). Lawrence Radiation Lab., Livermore, Calif., for AEC, April 1971, 47pp. Discusses the need to increase the natural-gas supply, commercial gas stimulation and its potential value, economics of nuclear stimulation of natural gas, radiological considerations, and technical development program for commercial usage.

Nuclear-powered air-cushion vehicles for transoceanic commerce (N71-25783). NASA, Lewis Research Center, Cleveland, Ohio, 52pp.

Report to the Secretary of the Interior of the Advisory Committee on Energy (PB-201 071). 45pp.

Race differences in income (PB-201 050). Rand Corp., Santa Monica, Calif., for OEO. 119pp. Estimates extent and components of race differences in income along the entire income distribution and investigates changes in these differences since 1939.

A preliminary design of a data retrieval language to handle a generalized data base: DRL (Tech. Note 590). 26pp. 35¢. DRL (Data Retrieval Language) is a high-level programming language for information retrieval.

A technique for measuring the surface temperature of transistors by means of fluorescent phosphor (Tech. Note 591). 49pp. 50¢. A technique that uses temperature-sensitive phosphor (TSP) to make quantitative measurements of transistor-chip surface temperatures over the range of 170-210°C is described.

National drug code directory tape extract (PB-200 083). (supersedes PB-197 560), $55, 1 reel. Please specify tape recording mode desired: (1) 7-track, 556 or 800 BPI, odd or even parity, or (2) 9-track, 800 BPI, odd parity. The National drug code directory magnetic tape extract has been updated to include drug product information supplied to the Food and Drug Administration through June by drug firms cooperating in the implementation of the National Drug Code System. The tape includes information on approximately 23,000 drug products marketed by 235 firms.

Cadmium in the environment (PB-199 795). Karolinska Institute, Stockholm, Sweden, for the Environmental Protection Agency, paper copy $6 (microfiche 95¢), 353pp. Discusses occurrence (possible routes of exposure and daily intake), metabolism, respiratory effects and dose-response relationships, systemic effects and dose-response relationships, carcinogenic and genetic effects, and the Itai-Itai disease.

Survey of political broadcasting: primary and general election campaigns of 1970 (PB-200 434). Federal Communications Commission, Washington, D.C., paper copy $6 (microfiche 95¢), 346pp. Includes amounts charged and free time given by radio and TV broadcast stations to individual senate, congressional, and gubernatorial election campaigns in 1970 primary and general elections. Report also contains state summaries of amounts charged for political broadcast activity by party as well as free time given by non-commercial stations.

Protective treatments (AD-722 800). By Defense Documentation Center, 92pp. Bibliography of 59 references to anodic coatings, antifouling coatings, and diffusion coatings. All reports listed are available from NTIS.

Office of Telecommunications

Ionospheric predictions for October 1971. No. 103. 36pp. 25¢. Issued as an aid in determining the best sky-wave frequencies over any transmission path, at any time of day, for average conditions for the month.

NOTE: This is the last issue of this monthly publication. It is being replaced by a Telecommunications Research and Engineering Report, Ionospheric Predictions, OT-TRER 13, in four volumes, available about Oct. 1 from the Superintendent of Documents.

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